

Sizing Up Results of Ham and Bacon Campaign

Vol. 77

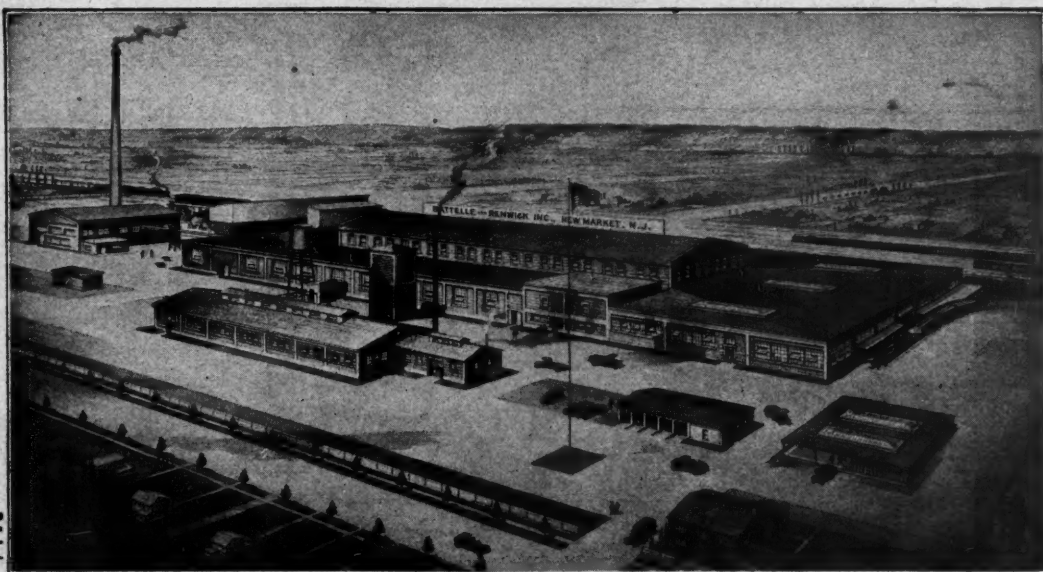
On
p. 19
No. 9

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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AUGUST 27, 1927



New fireproof refinery built in 1925

NIAGARA BRAND

Genuine double refined Saltpetre (nitrate of potash), double refined Nitrate of Soda —“The old reliable way to cure meat right”—and refined Nitrite of Soda. All complying with requirements of B. A. I. Also “Bound Brook Brand” Refined Granulated Salt.

BATTELLE & RENWICK, INC.

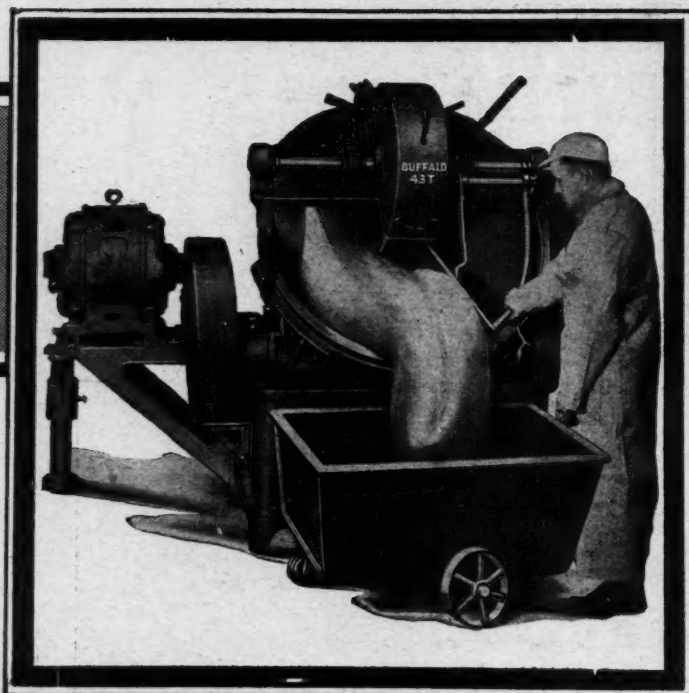
Established 1840

80 Maiden Lane

New York City

Meat Loaf — What Do You do When It Doesn't Look Right?

See
p. 24



"BUFFALO"
SELF EMPTYING
Silent
Cutter

Increased Yield

—means increased business
and greater profits

When you install a "BUFFALO" Self-Emptying Silent Cutter, you can turn out a higher grade product in less time and at lower production costs.

One prominent packer cuts 22,000 lbs. of meat in this wonderful machine every 10-hour day!

Another says he turns out a much better article much quicker than with any machine he has ever used and can empty a bowl in a few seconds.

Still another heartily recommends the "BUFFALO" to critical sausage makers.

"BUFFALO" machines are built strong and heavy and are not to be compared with cheaper, lighter built machines.

Write for full information

JOHN E. SMITH'S SONS CO.

Patentees and Manufacturers

50 Broadway

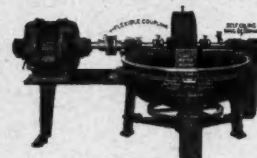
Buffalo, N. Y., U. S. A.

BUFFALO

SILENT
CUTTERS
GRINDERS
MIXERS
STUFFERS

*Backed by 57 years' experience building
quality sausage making machines*

Also Manufacturers of
These Quality
Sausage Making Machines
"BUFFALO" Silent Cutter



Produces the finest quality sausage meat.

"BUFFALO" Meat Grinder



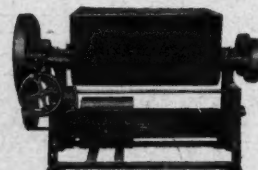
No more grinder troubles when you install a "BUFFALO."

"BUFFALO" Air Stuffer



Most sanitary stuffer on the market.

"BUFFALO" Meat Mixer



Mixes meat most thoroughly in least time.

THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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Vol. 77

Chicago and New York, August 27, 1927

No. 9

Checking Up on the Ham and Bacon Campaign

**Results Show That It Was a Success
Throughout the Country as a Whole
Some Values Still to be Realized**

With the finish of last week's special "whole and half ham sale" the nation-wide Ham and Bacon Campaign came to an end.

As a whole the campaign is an undebatable success. It increased ham consumption greatly, without forcing a sharp decline in prices.

Checking up on results is not yet completed. But telegrams to THE NATIONAL PROVISIONER from many trade centers, all the way from Boston to Los Angeles, indicate general effects.

Where there was effective, honest cooperation there was success.

Such cooperation had two chief requirements:

First. Good merchandising judgment on the part of the packer, with instructions intelligently and energetically carried out by his sales organization.

Second. Intelligent and whole-hearted activity on the part of the retailer.

It is notable from the telegraphic reports that where these two requirements were met, there the campaign was a big success. Where they were only partly met, the campaign was a partial success.

And where this cooperation and merchandising common-sense was lacking, there the campaign is pronounced a failure. There is no room here for "post mortems" on this phase of the campaign.

Net Results of the Effort.

At any rate, the net results were these:

More ham sold, and more people induced to eat more ham.

A realization in the trade—packer and retailer alike—that more and better business can be done by pulling together. This means honest cooperation, each bearing his share of the effort.

An effect on the trade and the public that did not show everywhere until near the close of the campaign, but which it is believed will continue for weeks to come, and which will have its value in future efforts.

Ham Becomes Better Known

Results of Ham and Bacon Campaign Generally Satisfactory

The first nation-wide cooperative meat campaign in history—the ham and bacon merchandising and advertising campaign—came to a close officially this week.

Judging from reports so far received, the campaign was a success. It is certain that ham sales were greatly stimulated.

In addition to the tangible results, the campaign undoubtedly had many intangible results, which will be felt for many weeks to come, and in the future.

One of these is the probability that the emphasis placed on showing the housewife easy ways to use up the whole and half hams will result in a continued demand for whole and half hams in the future. This should tend to relieve the prob-

lem which many dealers have had in the past of having comparatively large quantities of butts and shanks to sell.

Another important result is that the entire meat trade has seen how great volumes of meat can be moved by co-operative effort and well-planned advertising.

A Lively Final Week.

The last week of the campaign, August 19-26, was one of the busiest. During this period retail stores in all parts of the country put on special sales of whole and half hams.

Dealers throughout the country bought page after page of tie-up advertising to advertise their sales, priced their goods at especially low levels, and displayed the stimulating store material which had been prepared and distributed for this event.

Hotels and restaurants, railroads and steamships joined in the campaign, and

featured ham and bacon dishes on their menus.

The way in which the whole industry pushed ham is described interestingly in the following letter from a writer in Cleveland:

Real Campaign at Cleveland.

"I have just returned from a trip over Cleveland territory, and am pleased to report a most excellent coverage of advertising material.

At least 50 per cent of the dealers here have white lettering on their windows reading 'Special Sale on Hams' and the like. Most dealers who had their names in a big double-page advertisement in the Cleveland 'News' have it pasted in the window of their shops, with the name of their market underscored in red crayon.

"More than twelve hundred dealers in Cleveland signed up to hold a sale of hams for the week of August 19th. Several

Read what Packer Salesmen say about the Ham Campaign on page 27

packers report heavy sales and a definite pick-up over last week. I am more pleased with the results of this week than of any week during the campaign. Dealer co-operation is better and I feel that every dealer knows and is boosting the fact that there is a ham sale on here this week.

Half the Diners Ate Ham.

"I was on a New York Central dining car the other day and noticed the ham specials which were printed on a separate sheet and attached to the regular menu card. I noticed people all around me eating ham dishes.

"I talked to the steward, told him who I was, and asked how the ham specials were selling. He said that the day before they had served 149 meals, and that 72 of these meals were ham.

"He also said that the 'ham specials' were a greater success than any special or campaign they had ever attempted. I thought this statement was very interesting."

Reports from the Field

Results of Campaign as Reported to The National Provisioner

At the conclusion of the final week of the Ham and Bacon Campaign THE NATIONAL PROVISIONER telegraphed more than 50 city chairmen for a summary of the results of the campaign in their localities.

Many of them replied, and other replies are promised when results can be more carefully checked.

The replies tell their own story, and are as follows:

PITTSBURGH.

Editor THE NATIONAL PROVISIONER:

Pittsburgh packers and representatives of Western packers all satisfied with results obtained from ham campaign. **Volume beats last year by a city block.**

We know the campaign is responsible for our increased volume, and also are of the opinion that without the campaign the selling price generally would have been down from two to three cents a pound.

Packers' Convention Plans

Preparations are progressing for the twenty-second annual convention of the Institute of American Meat Packers, which will be held on October 24, 25 and 26 at the new Stevens Hotel, Chicago, as previously announced.

Presiding and program chairmen of various sections of the Institute met at Institute headquarters this week in response to an invitation from President Oscar G. Mayer, to make plans for the pre-convention sectional meetings, which have been scheduled for Friday and Saturday, October 21 and 22.

Gold and silver jubilee buttons again will be awarded to persons who have been employed in the packing industry for 50 and 25 years, respectively, according to a bulletin just issued by the Institute.

"To be eligible for a jubilee button the person need not have been continuously employed in the industry, or employed by only one company during the entire period," the bulletin states, adding that "so long as his total period of service in the industry equals 25 or 50 years, he will be eligible."

Both the gold and silver buttons will be of the same form and type as those which have been presented in previous years. Those persons who already have received emblems should not be listed for this year's presentation as they will not be eligible.

Awards will be restricted to persons associated with member companies of the Institute.

All packers are satisfied with their campaign investment.

JOHN ANDERSON.

MILWAUKEE.

Editor THE NATIONAL PROVISIONER:

The ham campaign as conducted by the Institute of American Meat Packers received the whole-hearted cooperation of the participants and trade in this territory, with the result that both packers and dealers benefited greatly. All reports are indicative of increased sales, which means

that dealers were earnestly behind the campaign.

Much credit should be given the advertising plan used during this time, as the posters, streamers and broadsides, together with the tieup newspaper and dealer ads, helped create the demand necessary to successfully accomplish a campaign of this kind.

The campaign was entirely successful from the standpoint of volume of sales in the Milwaukee territory.

J. A. WHITE.

Greatly Increased Volume.

DENVER.

Editor THE NATIONAL PROVISIONER:

We estimate that the campaign has increased ham sales in Denver during the past six weeks **fully twenty-five per cent over what they would have been**, after allowing for reasonable increase over last year's sales due to lower prices.

Retailers generally feel much more favorable at close of campaign than at the start to merchandising and price suggestions, and say advertising has helped the consumer demand considerably.

J. P. MURPHY.

INDIANAPOLIS.

Editor THE NATIONAL PROVISIONER:

According to our observation, the ham campaign has renewed the public's interest in hams. Has also influenced great majority of retailers to offer hams at substantially lower prices, with resulting material increase in consumption of hams.

General results of campaign exceed our expectations.

H. P. WETSELL.

PORTLAND, ORE.

Editor THE NATIONAL PROVISIONER:

August sales about twenty-five per cent increase over last year. Campaign is stimulating consumer demand slightly.

B. C. DARNALL.

Will Have Lasting Effects.

NEW YORK CITY.

Editor THE NATIONAL PROVISIONER:

Closing weeks of campaign have been characterized by better volume of business. **Effects of campaign will last some time, indicating good late summer and fall business on hams and bacon.**

ALBERT T. ROHE.

BOSTON.

Editor THE NATIONAL PROVISIONER:

Campaign has definitely increased smoked meat sales. Probably it has had the effect of strengthening prices under conditions which, without the campaign, in view of stored stocks, would have resulted in price reduction with consequent losses.

The campaign appears to have been justified.

F. S. SNYDER.

NEWARK, N. J.

Editor THE NATIONAL PROVISIONER:

Volume of ham sales has been satisfactory. Believe demand created will continue to be beneficial.

J. C. FERGUSON.

Fifty Per Cent More Smoked Meats.

COLUMBUS, OHIO.

Editor THE NATIONAL PROVISIONER:

I can assure you the ham campaign increased the demand and sales of smoked meats at least fifty per cent in the Columbus territory. I personally am in favor of cooperative advertising.

W. E. SCHENK.

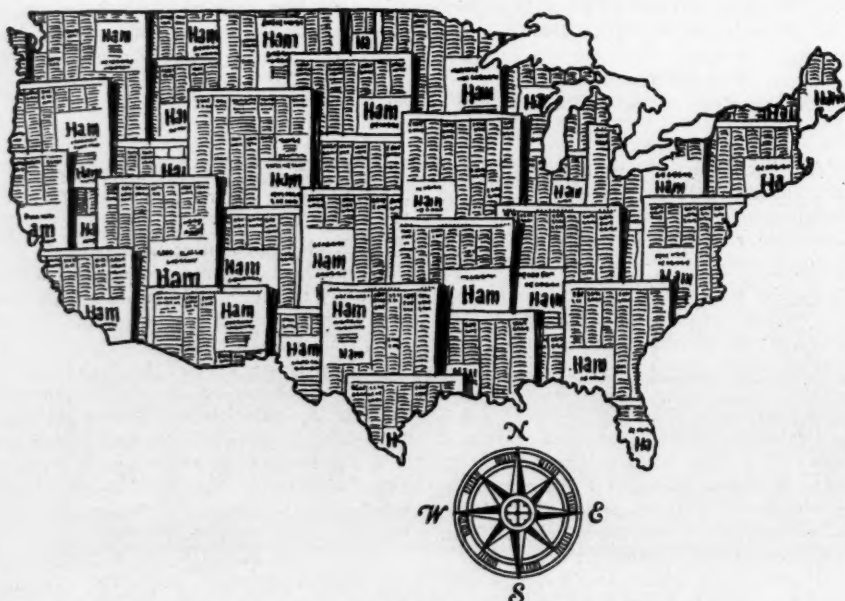
NEW ORLEANS.

Editor THE NATIONAL PROVISIONER:

Results of ham and bacon campaign very satisfactory. Large increase in sales, but cannot give exact volume.

SEVERIN L. FREY.

(Continued on page 41.)



HOW THE HAM CAMPAIGN COVERED THE COUNTRY.

Where Quality Sausage is Made

Modern Milwaukee Plant Contains Several New Features to Help in Turning Out High-Grade Product

III—Gross Food Products Co., Milwaukee, Wis.

EDITOR'S NOTE.—This is the third of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing modern American sausage plants, their lay-out and their operators.

The first, describing the Acme Sausage Co., Chicago, appeared May 29, 1926; the second, about the Mutual Sausage Co., Chicago, was printed Sept. 4, 1926.

Quality in sausage—like quality in any other product—pays big returns.

The public wants good sausage, and will pay what it is worth. The sausage maker who uses high-grade material, watches his manufacturing processes carefully, and sells his product at a fair price, is bound to succeed.

The other kind—who makes his sausage down to a price, without regard to quality—is usually doomed to failure soon after he starts. His product quickly gets a poor reputation, and his trade leaves him.

What Quality Did in Milwaukee.

Especially in Milwaukee, which has always been known as the home of good sausage, does quality play a leading part. The latest achievement of quality in that city is the completion of a new, up-to-date sausage plant there, which was opened for business not so long ago. This plant, located at 419 Poplar street, in the heart of the wholesale district, was built by the Gross Food Products Co.

Of yellow pressed brick and reinforced concrete, this building, it is said, has been pronounced by fire underwriters as the most nearly fireproof structure in Milwaukee. It is two stories high, and was designed and built for the purpose of making high-grade sausage. It is equipped with fire doors, fireproof and rust-proof window frames and sills, and other fireproofing features.

Along the front of the building is a big display window which can be used to good advantage for attention-compelling displays of Gross products.

A Roomy Basement.

The first floor is high enough so that a roomy, dry basement is provided for.

In this basement, at the foot of the stairs, is a 500-gal. tank where is stored the hot water needed throughout the plant.

Near this is the oil-fired boiler of 25 h. p., which will generate 100 lbs. steam pressure. The 25-ton ice machine and an air compressor are also located here, as is a toilet and dressing room for the men working down there.

The basement is provided with overhead



C. T. GROSS.
President, Gross Food Products Co.,
Milwaukee, Wis.

trolley rails for ease in handling material. These rails lead from the elevator, which is also railed, making it possible to move cages of product from one part of the plant to any other with a minimum of handling and labor.

One corner of the basement is fitted out for the handling of heavy casings and washing S. P. meats. The balance of the

basement will be used for storage purposes.

Loading Dock is Covered.

The first floor of the building extends back 80 feet from the sidewalk, while the second floor goes back 110 feet. The covered space thus formed in the rear is used as a loading dock, and will accommodate two trucks. Being covered, it permits loading in comfort, even in severe weather.

The sausage kitchen is on the second floor and is a daylight room, having skylights which let in an abundance of light. The product undergoes a continuous forward movement from the time the trimmings are received until the finished sausage goes into the sales cooler.

In one corner is located the storage room for small casings, and next to it is the spice room. Cooking is done by means of one steam box, holding two cages at a time, and five hot water cooking vats.

The four smoke houses are gas fired, and each one holds two cages at a time. They are equipped with steam pipes so that the houses may be brought up to the desired temperature before the sausage is run in.

Preventing Steam and Moisture.

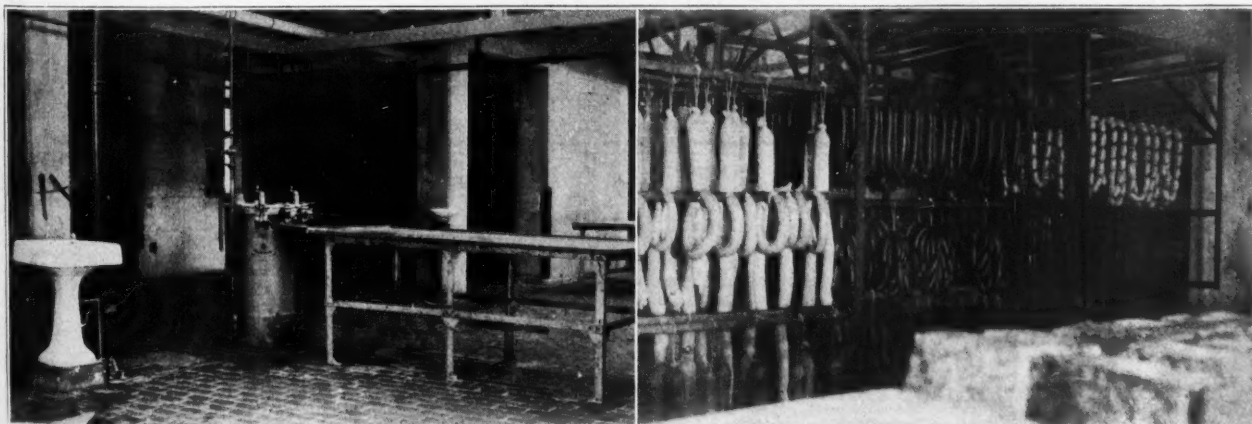
Behind the cooking vats is a vent leading to the roof where the steam from the vats is led off through windows. This keeps the room free from steam, even in the coldest weather. To keep condensation off the ceiling the roof has been insulated with four-inch cork slabs, which does not permit moisture to form on the ceiling at all.

On this floor, also, are located toilet and dressing room facilities for both men and women. Hot and cold water faucets are placed at convenient points throughout the plant.

A small smoked meat hanging room is located on the first floor, as is the large sale cooler. The latter is equipped with a wood floor for the sake of the comfort of men working in it.

The arrangement of this cooler is unique. A counter cuts off the corner near the door by the office, and it is over this counter only that orders are filled. This keeps the cooler uncrowded so the order fillers can move about quickly and efficiently, and prevents possible contamination or breakage to meats caused by strangers in the cooler.

When his order is filled each customer



TWO VIEWS IN PLANT OF GROSS FOOD PRODUCTS CO.

At the left is shown a stuffer and stuffing benches. A corner of the sales room is shown at the right.

must pass out by the glass-enclosed main office, where a check can be made to see that no one attempts to "get away with" any product.

Keeping Cooler Dry and Sweet.

This sales cooler is equipped with a cold air circulator and is dry and sweet at all times. In the winter it is only necessary to operate this device a few hours daily to keep the cooler in proper condition. The cooler on the top floor is not now so equipped, but it is planned to so arrange it in the near future.

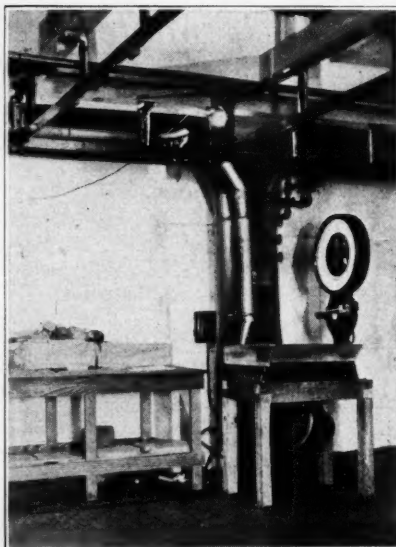
The balance of the first floor is given over to the general office, the telephone office, where phone orders are solicited and filled, and the private office of the president, C. T. Gross. A strict "no smoking" rule is enforced throughout the plant, and anyone caught smoking anywhere in the building except in the office is due for a severe reprimand.

Every machine in the plant is directly connected to its own motor, thus minimizing the danger of a complete power shut down.

At the present time the plant is turning out about 10,000 lbs. of product weekly, and is shipping throughout the state. The plant does not have federal inspection now, but was planned and is being operated so that it would be easy to get. A neat trade mark, featuring the words "Savory Brand" has been worked out, and is used on all the company's products.

Wide Variety of Product Made.

All kinds of sausage products are made, including bologna, weiners, frankfurts, Polish, liver—fresh and smoked—blood,



A CORNER OF THE SALES ROOM.

The pipe ending under the scale table is a cold air duct.

Thueringer, tongue, summer, head cheese, luncheon roll, etc. In addition, bacon and hams are cured and smoked, and a considerable quantity of corned beef is also made.

The plans were drawn by Henschien & McLaren, packinghouse architects of Chicago.

The officers of the company are: President, C. T. Gross; vice-president, Norman C. Gross; secretary, Elmer U. Gross; treasurer, Roland G. Gross.



THE GROSS PLANT, MILWAUKEE.

The building is constructed of yellow pressed brick and reinforced concrete. The construction is fireproof throughout.

JULY MEAT EXPORTS.

Exports of meats and fats from the United States during July, 1927, with comparisons, are given by the U. S. Department of Commerce as follows:

MONTH OF JULY.

	1927.	1926.
Total meats and meat products, lbs.	32,359,968	32,376,066
Value	\$5,910,571	\$7,196,536
Total animal oils and fats, lbs.	57,327,777	56,469,228
Value	\$7,630,027	\$9,119,844
Beef and veal, fresh, lbs.	143,865	258,415
Value	\$29,629	\$38,589
Beef, pickled, etc., lbs.	1,596,659	1,941,914
Value	\$178,397	\$231,544
Pork, fresh, lbs.	391,187	505,351
Value	\$65,693	\$100,991
Wiltshire sides, lbs.	80,970	117,980
Value	\$14,755	\$31,002
Cumberland sides, lbs.	1,531,117	1,155,984
Value	\$273,240	\$305,229
Hams and shoulders, lbs.	13,157,956	13,512,309
Value	\$2,574,978	\$3,519,813
Bacon, lbs.	8,269,710	7,670,398
Value	\$1,427,686	\$1,604,206
Pickled pork, lbs.	2,853,410	1,974,313
Value	\$405,924	\$353,982
Oleo oil, lbs.	6,036,625	7,151,182
Value	\$763,571	\$945,088
Lard, lbs.	46,971,734	45,873,427
Value	\$6,356,283	\$7,674,308
Neutral lard, lbs.	1,407,244	1,243,135
Value	\$209,239	\$221,049
Lard compounds and animal fats, lbs.	629,989	592,076
Value	\$73,592	\$94,195
Margarine of animal or vegetable fats, lbs.	42,147	86,065
Value	\$6,980	\$12,627
Cottonseed oil, lbs.	3,579,743	695,039
Value	\$316,599	\$87,245
Lard compounds and vegetable fats, lbs.	504,155	357,885
Value	\$62,385	\$61,486

SEVEN MONTHS ENDED JULY.

	1927.	1926.
Total meats and meat products, lbs.	214,308,089	300,562,718
Value	\$40,819,465	\$61,723,513
Total animal oils and fats, lbs.	496,878,490	524,229,346
Value	\$64,933,560	\$79,969,968
Beef and veal, fresh, lbs.	1,075,465	1,585,787
Value	\$210,188	\$280,257
Beef, pickled, etc., lbs.	9,524,127	10,686,391
Value	\$1,040,037	\$1,325,639
Pork, fresh, lbs.	4,354,152	9,152,258
Value	\$831,809	\$1,807,121
Wiltshire sides, lbs.	323,013	5,641,085
Value	\$66,992	\$1,176,249
Cumberland sides, lbs.	5,240,186	9,816,314
Value	\$1,013,261	\$2,136,429
Hams and shoulders, lbs.	78,364,318	119,694,048
Value	\$16,740,932	\$27,526,493
Bacon, lbs.	62,096,239	90,655,458
Value	\$10,391,153	\$17,201,080
Pickled pork, lbs.	16,683,679	16,899,786
Value	\$2,462,500	\$2,806,653
Oleo oil, lbs.	52,838,228	58,135,129
Value	\$5,882,536	\$7,258,123
Lard, lbs.	407,904,550	429,954,697
Value	\$54,714,115	\$67,795,487
Neutral lard, lbs.	13,049,214	10,944,920
Value	\$1,910,049	\$1,834,970
Lard compounds and animal fats, lbs.	6,354,293	6,349,585
Value	\$734,744	\$923,787
Margarine of animal or vegetable fats, lbs.	482,050	1,035,844
Value	\$76,610	\$136,833
Cottonseed oil, lbs.	44,927,936	25,363,605
Value	\$3,762,203	\$2,061,738
Lard compounds and vegetable fats, lbs.	3,424,861	4,062,578
Value	\$429,508	\$609,466

JENSEN NOW IN THE EAST.

S. S. Jensen, for four years operating head of the Arizona Packing Company, Tucson, Ariz., is now general manager of the Altoona Packing Co., Altoona, Pa. This company recently acquired the handsome new plant built at Altoona by a co-operative enterprise, and it is being operated successfully under Mr. Jensen's direction.

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*The Recognized Standard
for Animal By-Product Liquors*

Swenson Evaporator Company (Subsidiary of Whiting Corporation) HARVEY, ILL. (Chicago Suburb)

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St. Louis Independent Packing Co., St. Louis, Mo.

Why All This Excitement?

There is and has been a great deal of
talk about packers buying hogs direct
from producers.

An argument against it is that all buyers
should go to the public markets, so that
there would be sharp competition for all
hogs, thus enabling producers to receive
a higher price. It is also charged that
packers are endeavoring to break down
the public markets so that they can pay
the producer just about what they please
for hogs.

If all buyers of hogs went on the public
markets, and all of the hogs were sold
there, it is probable that competition
would be no sharper than it is now, be-
cause the proportion of hogs and the pro-
portion of buyers would be the same.

As a matter of fact, if all the hogs went
on the public markets **producers would re-
ceive less** than when part of them are sold
in the country. Large runs of hogs on
any market invariably weaken the price,
regardless of the number of buyers. When
they are plentiful everybody expects to
buy cheaper.

The contention that packers wish to
break down the central markets is un-
sound, as it is hardly likely that they
would wish to destroy their main source
of supply.

In this connection the question natural-
ly arises as to why similar objection is
not made to the practice of cattlemen
buying their stockers and feeders direct.
This is a growing practice, and one that
must cost the stock yards and commission
companies a great deal of money.

Only recently it was pointed out that
at least one-fourth of the cattle fattened
in one of the largest cattle feeding states
of the West did not come through public
stockyards.

"The number coming direct has doubled
during the last five years," it is pointed
out, "according to those who have studied
the shipments into the state." The belief
is expressed that within six or eight years
at least one-half of the cattle fattened in
this particular state "will move direct from
their grower's shipping point to the sta-
tion of the man who will finish them for
slaughter."

The reason given for this direct buying
is that when stocker and feeder cattle are
marketed through the public stockyards
"it takes too large a share of what the
grower receives and the corn belt buyer
pays." It is then pointed out why under
certain conditions it is logical and right
for feeders to buy cattle direct, rather than
from the public stockyards.

If this is true in the case of transactions

to which only producers are parties, why
is it not equally true where the packer is
concerned?

Packers are easier targets than pro-
ducers. Therefore, in the effort to get
back yardage and commission fees which
stay in the producers' pockets when buy-
ing is direct, the packer is attacked.

Explanation of the heated fight against
direct buying is easy. The "nigger in the
woodpile" sticks his head out every time
the subject is discussed.

Beef Grading Increases

Nearly 16,000 carcasses of beef have
been graded and stamped since the gov-
ernment service in this department of beef
sales was inaugurated on May 1, 1927.

More than half of this number was
graded at Chicago, the total amounting to
8,167. New York was second with 3,657,
Kansas City third with 2,034, and Omaha
fourth with 1,503. The number of car-
casses graded at St. Joseph and Topeka
totalled 177 and 140 respectively, while
Sioux City graded 69 and Washington,
D. C., 50.

The largest number of carcasses were
graded in the month of June, although the
second and fourth weeks of July wit-
nessed the grading of 1,228 and 1,162 re-
spectively. The largest number graded in
any six-day period was 1,477 carcasses
during the week ending June 18. For the
last four weeks of the period ending
August 20, 4,763 carcasses were graded.

A report on the progress of this move-
ment, made by the National Live Stock
and Meat Board, says in part:

"Several packers who previously had not
graded any carcasses are now supplying
part of their trade with beef bearing the
government grade label. A number of
slaughterers have taken up the plan of
grading carcasses in advance of requests,
thus allowing their trade the privilege of
making their selections from a stamped
lot of carcasses.

"Many purchasers of beef cuts are now
availing themselves of the service as ap-
plied to cuts and request that their de-
liveries be of beef that has met the
approval of the government grade super-
visor. The largest number of requests for
stamped cuts was received during the
month of July.

"The progress that this service has
made during the first quarter has been due
to the initiative and cooperation that vari-
ous slaughterers and retailers have ex-
tended."

Progress of this movement is encourag-
ing to those who favor it, and it is re-
garded as a step forward in marketing.

PRACTICAL POINTS FOR THE TRADE

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Way to Bake Meat Loaf

An Eastern retailer is having trouble with his meat loaf. It does not have the appearance he would like, and he asks what the difficulty is. He says:

Editor The National Provisioner:

Could you give us a good meat loaf formula with instructions how to make? Also tell us how much water and ice to use and the kind of meat.

The kind of loaf we make at present seems to raise in the oven too much, and the loaves are not nice and shaped like the pan they are baked in.

We bake at 200 to 220 degs. for 3 hours, and the size of the loaf is 6 lbs. Also, our loaves seem to be more red, and I would like to have them a nice gold or brown color, or crust, as some call it.

We use milk and flour and sometimes all powdered milk.

I will greatly appreciate it if you will advise me why my loaves raise so much, and are not shaped the way they should be.

It is believed that the formula given here will solve this inquirer's trouble with his baked meat loaves.

This trouble is probably due in large measure to the low temperatures he is using in the baking process. The substitution of crushed ice for the powder he is using would also help the color.

Formula: The following formula has produced excellent results in the past, and if followed the inquirer will no doubt note a decided improvement in his product.

Meats: 30 pounds dry cured boneless bull meat or chucks.

30 pounds dry cured lean pork trimmings.

30 pounds dry cured pork cheek meat.

10 pounds fresh regular pork trimmings.

Total 100 pounds.

5 pounds cereal.

5 pounds cracker meal.

Spices: 3 pounds salt (if fresh meats are used).

4 ounces granulated sugar.

2 ounces nitrate of soda or saltpetre.

5 ounces ground white pepper.

2 ounces ground nutmeg.

1 ounce rubbed sage.

2 pounds peeled onions.

Curing the Meats.—Grind the bull meat, lean pork trimmings and pork cheek meat through 1-inch plate of hashing machine. Cure all meats separately, using the following curing formula for a batch of 360 pounds of meat, which is the quantity if cured in tierces:

10 pounds salt.

2 pounds granulated sugar.

12 ounces nitrate of soda or saltpetre.

If curing is done in barrels, use 180 pounds bull meat, 5 pounds salt, 1 pound sugar, and 6 ounces nitrate of soda.

Put bull meat in mixer and add curing ingredients above and mix for about two minutes. Then pack in an open tierce or barrel and pour two gallons of sweet No. 2 ham pickle, or 50 degree strength sweet pickle, over the top of the meat packed in open tierce. If curing in barrels, use 1 gallon of pickle to the barrel. Cure in cooler at temperature of 36 to 40 degrees for five days.

Lean pork trimmings and pork cheek meat are to be cured in separate tierces,

and in the same manner as the bull meat.

Mixing the Meats.—Grind all meats through 1/8-inch plate of hasher; then put beef and pork cheeks in silent cutting machine and chop about three minutes, gradually adding cereal, cracker meal and crushed ice. Then add lean and regular pork trimmings and chop altogether for about two minutes additional.

Then take the chopped meat to the bench and mix and scale in pans preparatory to baking. Knead the meats thoroughly by hand, to exclude air pockets, and fill in tins, 5 pounds 14 ounces to each tin. Grease the inside of tins so that meat will not stick to the tins.

Baking.—Then put in rotary bake oven, starting with a temperature of about 250 degrees Fahr. for the first hour, then raise to 300 degrees for the second hour, then gradually raise to 350 degrees to finish the product. The required time to bake meat loaf should be from three to three and one-quarter hours.

When product is finished remove from bake oven and empty out of tins immediately, saving the grease from each tin, which can be transferred to the grease tank later.

After the product is removed from the tins place the loaves on a flat truck or table and apply, with a small brush, a solution of sugar and hot water over the top of each loaf to develop and maintain the color.

Allow the finished product to remain in natural temperatures until taking to the packing room cooler to be wrapped and packed. It should be sold or shipped as promptly as possible.

Temperatures!

Do you watch them

In the hog scalding vat?

" " rendering kettle?

" " lard tank?

" " ham boiling vat?

" " sausage kitchen?

" " smoke house?

" " meat cooler?

" " tank room?

Or in a dozen other places in your plant?

If you do not, you are losing money every day.

Reprints of articles on Temperature Control in the Meat Plant which ran in THE NATIONAL PROVISIONER may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp.

THE NATIONAL PROVISIONER,
Old Colony Bldg.,
Chicago.

Please send me reprints on Temperature Control in the Meat Plant.

Name

Address

City

Enclosed find a 2c stamp.

Odors in Casing Water

What kind of a deodorizer can be used with casing water? A subscriber abroad raises this question. He says:

Editor The National Provisioner:

Please let us know what is the best deodorizer to mix with stale casings water before letting it run through the drain. We are exporters and importers of sausage casings.

We are using a patent preparation but we are not certain this is the best that can be obtained.

It is very difficult to eliminate stale casings water odors. In this country there is no chemical used for that purpose in casing houses. However, there are some practices that can be followed which help materially in eliminating the odors.

One method is to put a concentrated salt solution into the soaking water. This, of course, retards the result to be secured in soaking in warm water, and must therefore be done with discretion and only after experiment.

The concentrated salt solution should never be put on the casings themselves, but should be added to the water and mixed with it thoroughly before the casings are put in. The quantity to be used to get best results can be decided on only after careful experimentation.

Another method is to run the soaking water or other water that is offensive into a vat, and boil it with caustic soda. By keeping the water boiling all the while it will aid in knocking the odor.

Sometimes, where imported casings have a pronounced tropical odor, they are put back through the casing cleaning machine and re-worked. This, however, is more to eliminate the odor in the casing than it is for any thought of eliminating odors from the casing water.

In general, packinghouses use no chemical in casings water, but every precaution is taken to handle product as promptly as possible to avoid odors. The attempt to use a chemical to get rid of such odors is not a step forward, but a step backward.

Spiced Barrelled Beef

A spiced pickle is used in curing beef for shipment to certain countries, and a British subscriber wants to know how this is made up. He says:

Editor The National Provisioner:

Will you kindly give us a good recipe for making spiced pickle suitable for barrelled meat for the West Indies and Canadian trade?

A very nice spiced beef is made by using the following spices to each barrel of beef, packed in the usual way with 100 deg. plain pickle:

2 oz. whole cloves

2 oz. whole black pepper

2 oz. allspice

1 1/2 pints of bay leaves.

Full instructions for cutting and packing barrelled beef appeared in THE NATIONAL PROVISIONER of July 30, 1927. The spiced beef is made by including the above ingredients. Otherwise the method of handling is the same.

Do you use this page to get your questions answered?

Grease and Tankage Yields

What average grease and tankage yield can be expected from cattle and hog offal when rendered by the wet process? An Eastern renderer raises this point. He says:

Editor The National Provisioner:

Will you kindly tell me how much grease and tankage I should have out of a ton of good fresh butcher stuff cooked until the bones are soft enough to get the grease out of the middle?

We use the wet method of rendering.

The offal is about two-thirds beef and the balance hog. The product is cooked about 2 hours. We turn the steam on slowly and gradually raise the pressure till 80 pounds is reached.

It is impossible to give a definite answer to this inquirer without knowing just what his offal is, and what proportion of it is bone.

Offal can mean any number of things—paunches, pecks, rennets, caul fat, ruffle fat, heads, feet, livers and stomachs—all of which give different yields.

On an average the tallow yield of cattle is 7.72 lbs. per head, and the regular tankage 9.25 lbs.

The hog yield per head is 3.12 lbs. white and yellow grease, and 3.60 lbs. of regular tankage.

This is for product rendered by the wet method, which is used by this inquirer.

He states also that he uses 80 lbs. steam pressure. There must be some mistake in this, as steam rendering tanks are supposed to carry about 40 lbs. pressure.

Two hours is too short a time to cook bones soft. They should be cooked at least six hours.

Why Is Lard Agitated?

What advantage is there in agitating kettle-rendered lard?

A Western packer would like to know what is to be gained by this process and how it is done. He says:

Editor The National Provisioner:

We would like to know the advantages to be gained by agitating lard after it is rendered.

How is this agitation done?

We make open kettle-rendered lard, and would appreciate any information you can give us regarding agitation.

The inquirer wants to know the reasons for agitating kettle-rendered lard.

Agitation keeps the lard from scorching and thus improves the color. It insures an even and uniformly-cooked product, and it helps to drive the moisture out of the product.

The agitator is started as soon as the fat is put in the kettle, the speed being 16 to 20 revolutions a minute. Agitation is continued throughout the cooking process. As the moisture is driven off a cloud of steam will be given off, and agitation is continued until there is no further evolution of steam from the contents of the kettle, and the light brown dry cracklings float upon the top of the kettle.

Some packers run the agitator for 15 minutes or more after the steam is turned off. The agitator is then shut off and the kettle allowed to settle before draining through heavy drilling to the packages.

The agitation is accomplished by means of a mechanical agitator fitted into a cylindrical-shaped kettle.

Inside Stuff!

What's going on in the plant told by the men themselves

Letters of a Plant Boy to His Pal XVI—Learned More in Six Months Than in 14 Years Before.

(This is the sixteenth and last in a series of letters from a packinghouse employee to his friend in another city.)

Packingtown, Aug. 10.

Dear Grover:

I got your letter all right the other day, and I am going to try and knock it off right now.

I note what you say that you kept all of the letters I have written you about this new system, and that some day you might want to do something along the same line yourself, and that you would like to have me send you a set of the forms.

Well, the trouble really is that I haven't got a copy of the letters I wrote you, and I don't know how much descriptive matter I have given you in my letters.

I would suggest that when you get ready to do something along this line if you will



JOE FIGURES IT ALL UP.

write me I will be glad to send you the dope.

If you are not able to locate me here, address your letter to THE NATIONAL PROVISIONER, and I am sure that mister Paul Aldrich will see that I get your letter. I will be glad to answer all questions and give you any kind of forms that you may need.

Of course, I am not expecting that I am going to stay in this place all my life.

If mister Cheatwoode could put in a system like this in our plant—and he didn't know anything about the packing business—what couldn't I do, being posted as I am, and really born and bred and hanging around here ever since I was a kid?

Fifteen years seems like a long time, but the last six months has taught me more than the previous fourteen and a half years!

Well, so long! With kindest regards, I remain

Yours very truly,
JOE WALSH.

This is the end of Joe's letters to his friend Grover, telling of the troubles of a packing plant boy who tackled a new-fangled job.

Did you read them all? Would you like to look them over?

If so, fill this out and send it with a 2-cent stamp to

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me the full set of the "Joe Walsh Letters."

Name
Street
City

HOW TO SELECT MEAT.

A meat study entitled "Essentials in Selection of Meat" has just been issued by the Iowa State College. It is designed to "aid the student in the more intelligent purchase of meat."

The bulletin is composed of five chapters, one including a general discussion of meat and one each of the other four devoted to beef, veal, lamb and pork, giving in detail all necessary qualifications to be looked for in the selection of meats.

A unique feature of the bulletin is its illustrations which are comprised in a series of 59 separate charts, each on a separate card, and illustrating clearly the relative sizes of carcasses of beef, veal, pork and lamb viewed from both the outside and inside, the wholesale and retail cuts of a leg of lamb, veal, beef and pork; the "unusual parts" including the liver, tongue, heart, brains, sweetbreads, tripe and caul fat of lamb; the muscular structure of the beef animal; a sketch of the internal organs of the beef animal, the skeletal structure with a diagram and label showing the location of each of the wholesale cuts of beef; also these cuts marked on the hanging carcass; the fore-quarters divided into the wholesale cuts shown from both an exterior and interior view; the beef chuck broken up into the retail cuts; detail of these retail cuts; a similar illustration for the hind quarter showing, among others, the porterhouse, club and sirloin steaks, the flank steak, the round steak and the wholesale cuts from which they come.

Similar information is given for veal, lamb and pork carcasses.

The bulletin contains a great deal of practical information regarding carcasses and wholesale and retail cuts of meat, presented in a simple easily understandable manner.

The authors are M. D. Helser, professor of animal husbandry, and Viola M. Bell, of the department of foods and nutrition, in the Iowa college.

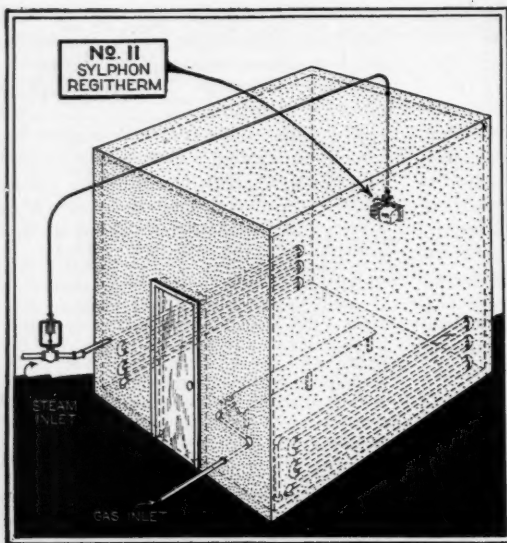
A WORLD MEAT STUDY.

A comprehensive study of meat production and marketing the world over is comprised in a 624-page volume entitled "The World's Meat," by Robert James McFall.

The volume embodies an economic study of present supplies of livestock, future prospects of the meat industry, marketing methods and meat demand. It is divided into four sections. Part one discusses meat and the food problem, including the importance of meat as a food, the relation of meat to food production, and the distribution, and development and types of meat production.

Part two describes the meat situation over the world. The third part is devoted to marketing, including marketing problems and agencies, something of combinations in the world meat trade, and the international trade in meats. The future of the meat industry is covered in part four of the book. It is published by D. Appleton and Company.

The Human Element Is Too Uncertain for Controlling Smoke House Temperatures



Smoke house temperatures determine not only the quality of your product but, unless accurately maintained, will cause you costly shrinkage losses.

The No. 11 Sylphon Regitherm will eliminate the uncertainty of the human element and assure you of continuous accurate temperatures. Conforming to the best smoke house methods, the Sylphon Regitherm will steadily maintain 120° to 125° F. for the first five hours, and can then be quickly adjusted to hold the temperature at 110° F. for the balance of the smoking period.

Sylphon Regitherms are self-contained instruments, are easy to install and work without supervision or maintenance of any kind.

Any of the operations in your plant, where accurate processing temperatures of air or liquids are required, can be improved with Sylphon automatic control, and the savings effected will quickly absorb the small cost of installation.

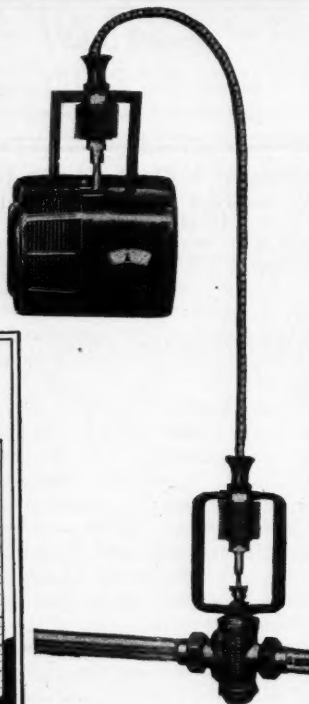
Ask Dept. NP to send you at once detailed information on Sylphon control for any specified process in your plant.

The Fulton Sylphon Company

Originators and Patentees of the Sylphon Bellows
Knoxville, Tennessee, U.S.A.

Sales offices in: NEW YORK, CHICAGO, DETROIT, BOSTON, PHILADELPHIA, and all principal cities in the U. S.

European representatives: Crosby Valve & Engineering Co., Ltd., 41-42 Foley St., London, W. L., England. Canadian representatives: Darling Bros., Ltd., 120 Prince St., Montreal, Canada.



Sylphon

No. 11 Regitherm

No. 11 Sylphon Regitherm installed to control smoke house at uniform temperature. It automatically controls the steam flow to the heating coils in direct response to changes in smoke house temperature.



The Sylphon Bellows, used as the motor element in all Sylphon instruments, is the most accurate, flexible and durable temperature control unit known.

TRADE GLEANINGS.

The Luley Abattoir Co., St. Paul, Minn., has plans for new coolers to cost \$150,000. The Enterprise Packing Co., Enterprise, Ore., has sold its retail market in La Grande, Ore., to E. A. Jones.

The Gotham Butchers' Supply Company has been organized with headquarters at 366 West 26th street, New York City.

The Rowland Oil Mill, Rowland, N. C., has been incorporated by Z. V. Pate, James L. McNair and E. H. Evans, all of Laurinburg, N. C.

The W. S. Sausage Co., Chippewa Falls, Wis., has been incorporated with a capital stock of \$25,000. E. J. Willette, Shirley T. Shane and Joseph Nacke are the incorporators.

The new plant of the Gila Meat Co., Miami, Ariz., built to replace the one recently destroyed by fire, has been completed and placed in operation. The plant represents an investment of \$70,000.

The Honey Grove Cotton Oil Co., Honey Grove, Tex., has sold its holdings to P. A. Norris, Ada, Okla.; A. B. Scargrough, Bonham, Tex., and associates. The plant will be overhauled and improved.

Definite plans for the establishment of a cold press cotton oil mill at Electra, Tex., have been announced by the industrial committee of the Electra Chamber of Commerce. The capital stock of \$25,000 has been fully subscribed.

The old-established business of Louis Pincus at 218-20 Callowhill street, Philadelphia, Pa., has been incorporated and will be known as Louis Pincus, Inc. They will produce fancy beef sausage materials and fresh boneless beef cuts.

A rendering plant for handling horses is to be erected as Casper, Wyo., by Berton Hill, president of the Topeka Rendering Works, Topeka, Kans. Its capacity will be 100 horses a day. It is planned to draw on the herds of wild horses that are infesting central Wyoming for the raw material for the plant.

The Banfield Packing Co., Tulsa, Okla., has announced that it will construct another meat packing plant, this one to cost \$200,000 and to be located at Enid, Okla. Contracts for the construction of the buildings have been let, and work will start at once. The plant will employ 50 men, and will have a capacity of 50 cattle and 100 hogs daily. The company also owns plants at Tulsa, Okla., and Joplin, Mo.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock of leading Canadian centers for the week ending, Aug. 18, 1927, with comparisons:

BUTCHER STEERS

1,000-1,200 lbs.

	Week ended Aug. 18.	Prev. week.	Same week, 1926.
Toronto	\$ 8.50	\$ 9.25	\$ 8.00
Montreal	8.00	8.00	7.00
Winnipeg	7.50	8.00	7.00
Calgary	7.00	6.75	6.25
Edmonton	6.50	6.50	6.25
Pr. Albert	5.75	....	....
Moose Jaw	7.00	....	....

VEAL CALVES.

Toronto	\$15.00	\$14.25	\$13.00
Montreal	12.00	11.00	10.00
Winnipeg	11.00	10.00	10.00
Calgary	8.50	8.50	6.00
Edmonton	8.00	8.00	7.00
Pr. Albert	6.00	6.00	....
Moose Jaw	7.50	8.00	....

SELECT BACON HOGS.

Toronto	\$11.65	\$11.40	\$14.26
Montreal	10.75	11.35	14.00
Winnipeg	11.25	11.35	13.20
Calgary	11.10	10.85	14.13
Edmonton	11.50	11.25	13.47
Pr. Albert	10.75	10.85	....
Moose Jaw	11.15	11.25	....

GOOD LAMBS.

Toronto	\$13.00	\$15.00	\$15.00
Montreal	11.75	13.00	13.50
Winnipeg	13.00	13.00	12.25
Calgary	11.50	11.50	12.00
Edmonton	....	11.00	11.00
Pr. Albert	....	10.50	....
Moose Jaw	12.00	12.50	....

A Page for the Packer Salesman

Selling Ham is Simple

Salesman Must Show Dealer How to Increase Trade

The secret of success in selling hams is possessed by many packer salesmen, as the recent campaign showed.

It's no secret, however. They all know how to do it. The successful salesman does it, and the "order-taker" doesn't—that's all!

When you hear a salesman whine about retailers not cooperating, you can make up your mind it's his fault—not the fault of the dealer.

Many packer salesmen have told through the pages of THE NATIONAL PROVISIONER how they made a success of the ham campaign. Here is another who reviews the whole situation in a few sentences.

Many retailers have to be shown how to sell ham. Here is how it is done:

Monmouth, Ill., August 4.

Editor THE NATIONAL PROVISIONER:

I am back on the job and have been successful in reading all the back numbers of THE NATIONAL PROVISIONER, and note that the principal subject is ham. It is about ham that I want to write, although it seems to me that the subject is being covered thoroughly.

Last week I asked this question to every account on my territory: "Are you making money on your hams?"

Invariably they would say, "No."

Then I would ask them if they knew why they were not making money, and they would say, "Yes, everyone wants the center cuts, and we can't sell the butts and shanks."

I also observed that, almost without exception, a customer would ask "Have you a good cut of ham TODAY?" and the butcher would look at the ham awhile and tell the customer that "It was pretty far down."

And, mind you, he might have one hid in the box for one of his pets!

The trouble with ham sales has been just this fact. The customer has had such a hard time getting a good cut of ham that they have gotten tired of it.

The butcher that gives his customer what he wants is going to sell ham. Trade that want center cuts of ham will pay the price for it. If you don't have it, get it for them, and always have it.

If the butts don't sell readily, take out the aitch bone to start with and eliminate the butt. There will be enough saved in this operation to enable the butcher to sell his shanks at hamburger prices. And if he cuts good hams he will be hunting shanks instead of center cuts.

I have talked to butchers along this line this week, and have sold twice as many hams as I did last week, and still have two days to go!

The national ham advertising is stimulating ham sales without question, and it is also making a wonderful opening for sales talks.

I have before me a copy of a letter of



DID YOU WIN A PRIZE?

instruction to all dining car stewards of the Pennsylvania Railroad, instructing them to feature on special slips one each of ham or bacon dishes, of which thirty-one are mentioned.

You can always get a good cut of ham on a diner. They bake the butt and boil the shank, charge you eighty cents for the boiled ham and new lima beans—and it is hard to beat.

For the same money you can buy a shank and feed the whole family twice, and just as good.

What we need is dining car service in meat markets.

Yours for common sense,

M. W. STULTS.

Morton-Gregson Co.

MEXICAN RABBITS.

A Mexican and an American who worked on the night shift ate their midnight lunch together. On several occasions the Mexican had rabbit meat in his pail, and he shared his supply generously with his comrade.

One night the American asked:

"Where do you get the rabbits, Jose? I can't find any."

"My wife, she get 'um," Jose replied. "She say ever 'night they come 'round the house and make noise. She shoot 'im."

"Noise? Rabbits don't make a noise."

"Sure," Jose asserted, positively, "Go 'meow, meow'."

HAM CAMPAIGN WINNERS

Winners in THE NATIONAL PROVISIONER'S "Packer Salesmen Ham Campaign Contest" to date:

Dealer Cooperation Stories.

First prize, \$10.—Fred. Maag, Swift & Company, Baltimore, Md.

Honorable Mention.—W. A. Hoffman, Armour and Company, Houston, Tex.

W. H. Stelle, Hull & Dillon Packing Co., Pittsburg, Kan.

Wm. M. Purcell, F. A. Ferris & Company, New York City.

A. Loetz, Geo. A. Hormel & Co., Chicago, Ill.

W. L. Griffin, Jacob E. Decker & Sons, Houston, Tex.

Best Sale Stories.

First weekly prize, \$10.—Chas. Barbosky, Geo. A. Hormel & Co., Cicero, Ill.

Second weekly prize, \$10.—Ed. M. George, L. A. Frey & Sons, Inc., New Orleans, La.

Third weekly prize, \$10.—Albert E. Holmberg, Geo. A. Hormel & Co., Chicago.

Fourth weekly prize, \$10.—M. W. Stults, Morton-Gregson Company, Monmouth, Ill.

Cooperation Means Success

Salesman Who Gets Dealer to Work with Him Gets Results

This packer salesman made a success of the Ham Campaign because he saw that its success lay between himself and the retailer.

By making the dealer feel that his advice was worth having, and by showing the dealer the value of such a campaign, he doubled his business during the campaign.

This salesman and his fellows read THE NATIONAL PROVISIONER's page for salesmen every week, and profit by it. He tells his views of successful selling in the following letter:

New York, August 20.

Editor THE NATIONAL PROVISIONER:

During the past few weeks I find the advertising campaign throughout the United States to try and convince the public to eat more ham, and of its very low price, to be a great success. Advertising in my mind is indeed a great thing if carried on the way the Institute has been putting over this campaign.

The organization with which I am connected has a world-wide reputation for fine quality, the price of our hams at all times being about 3 cents a pound above that of competitors.

Many of my accounts have increased to almost double the amount sold during the same weeks of 1926. Here are some of the reasons for this:

First: Packers have taken an interest in the packer salesman and the retailer. They have showed them they are with them, and have asked their opinions as to how to put over the campaign.

Second: If the salesman starts out full of pep, he already has his trade half sold. The printed matter and other helps given him in this campaign help the salesman to show the retailer how important it is for him to draw new customers to his store. The public wants something to draw them into a store. A "Ham Sale" hits the spot, something offered at a reasonable price. The salesman should impress the retailer with his chances of selling something else besides hams—such as a few chops, some bacon, butter, or a good steak—at the time the ham sale is being made.

Third: Tell the retailer how your firm feels toward him. Give him the feeling that your house is in close touch with him at all times, and that he can call for what he wants in the way of hams, or anything else, and get prompt attention.

I owe my success in this campaign to the aid retailers have given me in selling more ham, to hard pushing of hams; to making the retailer feel that he is good enough to be asked for suggestions on the campaign; to the 100 per cent use of advertising and merchandising material furnished me; and finally, to the quality of product of my concern.

Thanking you for the many interesting pointers I have received from THE NATIONAL PROVISIONER—which all of our men receive and read—I am,

Yours for success,

WILLIAM M. PURCELL.

F. A. Ferris & Company.

Do your salesmen see this page every week?



A Closing Argument for New Business

CONSIDER the Wheeling container made from bright, well-coated prime tin plate. It lends conviction to the message of quality your label carries. It helps your salesmen in the territory—especially in the closing argument for new business. It insures *adequate* protection for your product from factory kitchen to home.

You pay no premium for Wheeling Quality. One raw material source, plus a capacity for production gives you Lard Cans and Pails on time. Let us quote on your requirements!

Wheeling Can Company

Wheeling, West Virginia

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trade Quiet—Prices Steady—Hog Movement Maintained—Hog Weights Disappointing.

The movement of hogs the past week was about the same as the previous week and last year, with other livestock receipts in excess of last year. The average price of hogs shows a little gain, but movement in prices was not important. The weights of hogs were rather unsatisfactory for the past week and averaged 256 lbs. at Chicago, against 272 lbs. last year. This means a corresponding decrease in product, but the influence of the figures appears to be very limited.

The price situation is certainly attracting a great deal of attention and study. With an average price of hogs around \$9.00, and corn around \$1.10, the position of the market is directly the reverse of last year, when the price of hogs was around \$11.75 and corn around 80 cents.

Hog Slaughter Greater.

Some are disposed to believe that the lighter weight of the hogs coming in is a reflection of this condition, and there will be a steady run of light weight hogs which will be a material factor in the total product of the hogs and will be at the expense of the supply later.

This is shown to a certain extent in the July statement of hogs slaughtered under Federal inspection. This shows a total of 3,430,677 for July this year, against 2,127,302 last year. The increase in slaughter for seven months has been 2,318,000 hogs. This increase in hogs if at the expense of the later supply will be a very decided feature in the available product later.

The comparative figure of all livestock in the July slaughter follows:

	This year.	Last year.
Hogs, July	3,430,677	3,127,302
Hogs, 7 months	26,524,018	24,206,406
Cattle, July	742,324	863,672
Cattle, 7 months	5,316,626	5,568,331
Calves, July	354,504	425,406
Calves, 7 months	2,930,179	3,073,608
Sheep, July	1,013,852	1,641,663
Sheep, 7 months	7,170,470	7,265,163

The amount of lard inspected during the month was 152,154,507 lbs., other substitutes 47,284,156 lbs. The corresponding inspections for July, 1926, were lard 142,414,850 lbs. and substitutes 29,267,435 lbs. It is pointed out that these inspections do not represent actual production as the product may have been inspected previously.

Export Movement Smaller.

The export movement keeps up to about the previous amounts with meats for the week 4,503,000 lbs., against 8,082,000 lbs. last year, and lard, 8,526,000 lbs., against 10,171,000 last year. There is no improvement in the total outward movement.

The price at which product is selling is not attractive to European consumers as they appear to have a reasonable amount of their own home grown products.

The Canadian statement of exports for the year ended July 31, shows a total of bacon, hams and shoulders of 739,000 lbs.,

against 1,129,000 lbs. last year, and equal moderate proportions of other product.

No Change in Corn-Hog Ratio.

There appears to be no change in the feeding situation and the resulting corn-hog ratio. Compared with last year, corn shows a gain of about 30 to 35c per bu.; oats, approximately 6c per bu., while the price of product is much under last year. Relatively, lard is over 2c per lb. under last year and ribs about 2 3/4c per lb. under.

The movement of product at Chicago continues to reflect the steady movement to that point and the disappointing movement out. For the period of nearly 11 months this year, the receipts of cut meats have increased 16,000,000 lbs., and lard increased 52,000,000 lbs., while shipments of meat have decreased 57,000,000 lbs., and shipments of lard have decreased 70,000,000 lbs. This situation has resulted in the large stocks at Chicago with outside points underselling the Chicago market and making a very difficult local condition.

Hog Receipts Larger.

In addition the packing of hogs at Chicago has this season been 2,929,000 lbs. against 2,438,000 last year. This is adding to the accumulation brought about by the movement of product to Chicago. What the ultimate effect of this condition will be is a rather serious question. With other points disposing of products either for consumption or to go to Chicago, and Chicago continuing to slaughter hogs in excess of last year, the accumulation has meant a concentration of product at one point which is being watched with a great deal of care and apprehension.

On the other hand any material falling off in the hog movement would possibly be reflected in a stiffening of the outside markets, and bringing the demand for distribution to Chicago. The problem which is being forced before the market is the large movement of hogs. The receipts at the leading points since February 26 have increased about 800,000 over last year, and as shown by the federal inspection, the slaughter at all points has increased 2,318,000 since Jan. 1. Any development which would tend to indicate the tendency of the movement the next few months would be a most influential feature.

PORK—The market was quiet but firm at New York, with mess quoted at \$31.00; family, \$35.00@38.00; fat backs, \$22.00@29.00. At Chicago, mess was quotable at \$28.00.

LARD—A moderate domestic demand, with a little more export inquiry, was reported this week, and the situation ruled firmer, helped somewhat by a better tone in futures. At New York, prime western was quoted at \$13.10@13.15; middle western, \$12.85@12.95; city, 12 3/4@12 3/4c; refined Continent, 13 1/4c; South America, 14c; Brazil kegs, 13 1/4c; compound, car lots, 12 1/4c; less than cars, 12 1/2c.

At Chicago, regular lard in round lots was quoted at 10c under September; loose lard, \$1.05 under September, leaf lard 15 1/2c under September.

BEEF—Demand was fair and the market steady and unchanged with mess, New York, quoted at \$18.00@19.00; packet, \$16.00@18.00; family, \$20.00@22.00; extra India mess, \$33.00@35.00; No. 1 canned corned beef, \$2.50; No. 2, \$4.25; 6 lbs. South America, \$12.75; pickled tongues, \$50.00@60.00 nominal.

JULY LIVESTOCK SLAUGHTER.

Livestock slaughtered under federal inspection at various centers in the United States during July, 1927, with comparisons, are reported by the U. S. Department of Agriculture as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Baltimore	6,493	1,135	52,008	2,056
Brooklyn	6,602	9,197	.....	32,721
Buffalo	10,186	2,723	70,798	9,034
Chicago	151,852	38,990	507,261	211,241
Cincinnati	10,528	6,655	67,287	5,517
Cleveland	8,045	8,324	74,573	10,790
Denver	7,122	1,513	21,577	8,247
Detroit	6,994	7,061	78,503	5,214
Fort Worth	35,831	29,025	23,626	16,867
Indianapolis	16,913	3,066	104,607	6,968
Kansas City	77,505	22,515	174,106	87,523
Milwaukee	12,242	20,323	89,878	4,022
National Stock Yards	36,380	9,790	113,368	56,929
New York	25,406	45,209	88,762	149,895
Omaha	69,369	4,063	207,218	134,932
Philadelphia	7,645	8,281	69,501	18,163
St. Louis	16,046	5,279	147,880	12,164
Sioux City	27,282	2,524	167,080	10,022
South St. Joseph	32,659	6,049	87,806	68,113
South St. Paul	36,905	43,572	175,622	13,299
Wichita	6,322	2,572	31,608	3,709
All other establishments	134,197	74,798	1,077,299	146,417
Total: July, '27	742,524	354,504	3,430,677	1,013,852
July, '26	863,672	425,406	3,127,302	1,041,683
7 months ended	5,316,626	2,930,179	26,524,018	7,170,470
7 months ended	5,568,331	3,073,608	24,206,406	7,265,163

Goats slaughtered at all establishments, June, 1927, 808.

Inspections of lard at all establishments, 152,154,507 inspection pounds; compound and other substitutes, 47,284,156 inspection pounds; sausage, chopped, 65,345,341 inspection pounds.

Corresponding inspections for July, 1926: Lard, 142,414,850 inspection pounds; compound and other substitutes, 29,267,435 inspection pounds; sausage, chopped, 67,173,643 inspection pounds. (These totals of inspection pounds do not represent actual production, as the same product may have been inspected and recorded more than once in the process of manufacture.)

Carcasses condemned during July, 1927: Cattle, 5,954; calves, 716; hogs, 18,905; sheep, 1,056.

BRITISH JULY MEAT IMPORTS.

July imports of meat into England were as follows, according to the U. S. Department of Commerce:

BACON.	
From Denmark, lbs.	45,300,000
From United States, lbs.	6,900,000
From Free State, lbs.	3,300,000
From Canada, lbs.	6,200,000
From others, lbs.	13,500,000
Total, lbs.	75,400,000

HAM.	
From United States, lbs.	8,500,000
From Free State, lbs.	1,900,000
From others, lbs.	500,000
Total, lbs.	10,700,000

FRESH PORK.	
From Free State, lbs.	1,500,000
FROZEN PORK, lbs.	1,700,000

LARD.	
From United States, lbs.	19,000,000
From others, lbs.	4,200,000
Total, lbs.	23,200,000

MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Aug. 20, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef	388
Canada—Calf carcasses	1,327
Canada—Lamb carcasses	60
Canada—Calf livers	2,628 lbs.
Canada—Smoked pork	2,116 lbs.
Canada—S. P. hams	31,200 lbs.
Canada—Fresh beef cuts	7,913 lbs.
Canada—Fresh pork cuts	430 lbs.
South America—Canned corned beef	48,480 lbs.
South America—Jerked beef	6,000 lbs.
New Zealand—Quarters of beef	1,200
New Zealand—Sheep carcasses	2,000
New Zealand—Lamb carcasses	1,012 lbs.
Italy—Sausage	315 lbs.
Italy—Ham	65 lbs.
Italy—Bacon	6 lbs.
Italy—Sausage and bacon	240 lbs.
Germany—Sausage	135 lbs.
Germany—Sausage and smoked hams	446 lbs.
Holland—Smoked hams	2,876 lbs.
Switzerland—Ox-mouth salad	350 lbs.

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DO YOUR SMOKED PRODUCTS SELL THEMSELVES?

If not it is quite probable that they are not properly colored

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CERTIFIED TO BY THE U.S. DEPARTMENT OF AGRICULTURE

EUROPEAN PROVISION CABLES.

The market at Hamburg was slightly firmer, with stocks and demand remaining about the same as last week, says J. E. Wrenn, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the United States Department of Commerce. Receipts of lard for the week were 1,167 metric tons.

Arrivals of hogs at 20 of Germany's most important markets were 92,000, at a top Berlin price of 14.49c a lb., compared with 65,000 at 18.60c a lb. for the same week last year.

The Rotterdam market shows an improving outlook.

The market at Liverpool evidences an improvement in demand, with medium stocks of all pork cuts.

The total of pigs bought in Ireland for bacon curing was 23,000 for the week.

The estimated slaughter of Danish hogs for the week ending Aug. 19, 1927, was 82,000.

HAMBURG.			
	Stock.	Demand.	Prices cents per lb.
Refined lard.....	Stocks	Demand	@13.84
Fatbacks.....	about the same	as last week	@13.40@15.20
Frozen pork livers.....	last week		@5.90
Extra oleo oil.....			@14.06
Extra oleo stock.....			@15.16

ROTTERDAM.			
	Stocks	Poor	Prices cents per lb.
Extra neutral lard.....	the	Poor	@14.38
Refined lard.....	the	Poor	@13.65
Extra oleo oil.....	same	Med.	@14.20
Prime oleo oil.....	as	Med.	@12.74
Extra oleo stock.....	last	*	@12.91
Extra premier jus.....	week	Good	@8.19
Prime premier jus.....		Med.	*



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The American By-Product Machinery Co.
26 Cortlandt St., New York City.
The Cincinnati Butchers' Supply Co.
Cincinnati-Chicago.

LIVERPOOL.

Hams, AC light.....Med.	19.31@19.96
Hams, AC heavy.....Med.	19.31@19.96
Hams, long cut.....Med.	19.31@19.96
Cumberlands, light.....Med.	15.84@16.28
Cumberlands, heavy.....Med.	15.84@16.28
American Wiltshires.....Med.	Poor
Square shoulders.....Med.	15.62@16.06
Picnics.....Med.	13.02@14.32
Clear bellies.....Med.	17.36@17.79
Refined lard boxes.....Hvy.	@13.67

*Not quoted.

BRITISH BACON IMPORTS.

Imports of bacon into Great Britain during July, 1927, totaled 84,112,000 lbs., a decrease of about 4,000,000 lbs. from the imports during June, according to the U. S. Bureau of Agricultural Economics. The July figure, however, was about 12,000,000 lbs. larger than a year ago.

Receipts from Denmark reached 50,624,000 lbs., with a decline of only 1,000,000 pounds against June. At 6,832,000 lbs., receipts from Canada were below both June and a year ago, but imports from the United States rose about 2,500,000 lbs. against June, to 7,616,000 lbs., although still under 1926 figures. The bulk of the reduction occurred in receipts from "Other Countries."

Ham imports reached 11,984,000 lbs., down slightly from June levels. Lard receipts, at 26,006,000 lbs., were also under June, but about 3,000,000 lbs. in excess of July, 1926.

PORK PRODUCTS EXPORTS.

Exports of pork products from the principal ports of the United States during the week ending August 20, 1927, with comparisons, are reported by the U. S. Department of Commerce, as follows:

	Week ending—			
	Aug. 20,	Aug. 21, Aug. 13,	Aug. 20,	Jan. 1, 1927,
	M lbs.	M lbs.	M lbs.	M lbs.
HAMS & SHOULDERS, INCLUDING WILTSHIRES.				
Total.....	576	2,450	1,091	81,940
To Belgium.....	450	2,240	990	313
United Kingdom.....	450	2,240	990	70,074
Other Europe.....	71	171	29	442
Cuba.....	55	39	72	4,573
Other countries.....				6,538

BACON, INCLUDING CUMBERLAND.				
Total.....	1,592	3,165	1,580	73,547
To Germany.....	1,163	68	5,697	
United Kingdom.....	1,163	2,720	1,314	38,499
Other Europe.....	384	355	163	11,588
Cuba.....	45	21	103	13,020
Other countries.....				4,743

LARD.				
Total.....	9,050	9,611	8,450	433,124
To Germany.....	3,428	2,937	2,389	117,023
Netherlands.....	337	492	655	26,802
United Kingdom.....	2,461	4,188	2,823	145,435
Other Europe.....	680	140	835	31,932
Cuba.....	1,224	821	931	50,746
Other countries.....	911	1,033	847	61,186

PICKLED PORK.				
Total.....	243	195	487	17,798
To U. Kingdom.....	3	15	82	3,131
Other Europe.....	19	40	632	
Canada.....	172	101	304	4,013
Other countries.....	49	39	41	10,022

TOTAL EXPORTS BY PORTS.

	Hams and shoulders, Bacon, M lbs.		Lard, M lbs.		Pickled pork, M lbs.
Total.....	576	1,592	9,050	243	
Boston.....				4	
Detroit.....	268	411	792	18	
Port Huron.....	182	273	516	153	
Key West.....	61		1,103		
New Orleans.....	35	4	1,032	49	
New York.....	20	904	5,617	19	
Philadelphia.....					

DESTINATION OF EXPORTS.

	Hams and shoulders, Bacon, M lbs.	
Exported to:		
United Kingdom (total).....	450	1,163
Liverpool.....	214	976
London.....	78	22
Manchester.....	25	
Glasgow.....	42	
Other United Kingdom.....	91	165
Exported to:		
Germany (total).....		3,428
Hamburg.....		3,147
Other Germany.....		281

IRISH BACON PRODUCTION.

For the three months ending Apr. 30, 1927, the number of pigs purchased by Irish curers was 133,455, compared with 131,979 during the same period last year, and 141,907 during the same period 1925, according to figures made public by the U. S. Department of Commerce.

The total weight of pork cured in Ireland during the three months ending April 30, 1927, was 9,070 tons. This was slightly less than the amount cured during the same period last year.

\$300⁰⁰
to
\$495⁰⁰

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—A rather unusual situation existed in tallow in the East the past week. The official market on extra was called 7½¢, last sales. Some, however, contended that business had passed at 7¼@7½¢, while generally it was admitted that producers were holding extra at New York at 8@8½¢. Reports here had it that Cincinnati was bidding Chicago 8¼¢ delivered.

The western market has been leading this market the past week or two. The impression prevails that some interests had missed their market, and it was said that some of the soap makers found themselves in a position where they were not overstocked with supplies.

At New York, special was quoted at 7½¢ nominal; extra, 8¢ asked; edible, 8¢ nominal. At Chicago, the market was in a stronger position, with a good demand for prime packer. Sales of 20 tanks were reported at 7½¢ f.o.b. mid-eastern points.

At Chicago, edible was quoted at 8¼¢; fancy, 8¼¢; prime packer, 8¢; No. 1, 7½¢; No. 2, 6¼¢.

There was no auction at London this week. At Liverpool, Australian tallow was unchanged, with fine quoted at 3s 9d, and good mixed at 3s 1½d.

STEARINE—The market in the East was quiet and without feature, with prices barely steady and quoted at 10½¢ asked. At Chicago, oleo was quoted at 10¼¢.

OLEO OIL—The market was steady to firm, with offerings more tightly held. Extra New York was quoted at 13¼@13½¢; medium, 12½¢; lower grades, 10¼@11¼¢. At Chicago, extra was quoted at 12¾¢.

SEE PAGE 35 FOR LATER MARKETS.

LARD OIL—Demand was routine and limited to small lots for immediate requirements, but the market was steady with raw material. At New York, edible was quoted at 15¼¢; extra winter, 12¾¢; extra, 11½¢; extra No. 1, 11¼¢; No. 1, 10¾¢; No. 2, 10½¢.

NEATSFOT OIL—A steady market but a moderate demand was reported. At New York, pure was quoted at 14¾¢; extra, 11¼¢; No. 1, 10¾¢; cold test, 17¾¢.

GREASES—A moderate demand and a barely steady tone was the feature in greases, although pressure was limited due to the betterment in tallow and other competing directions. Demand for choice white was limited and last sales were reported at 8½¢ tanks New York. Offerings were not pressing, but at no time was any large inquiry in evidence, and consequently the market continued to mark time.

At New York, good yellow was quoted at 7¼¢; A. white, 7½¢; B. white, 7¼¢; choice white, 8½@8¾¢.

At Chicago, the market showed a strong tone, with domestic demand for choice white active and bids of 8¾¢ c.a.f. N. Y.

for export declined. At Chicago, Brown was quoted at 6¼¢; yellow, 6½@7¢; B. white, 7¼¢; A. white, 7½¢; choice white all hog, 7¼@7½¢.

Packinghouse By-Products

Chicago, August 25, 1927.

Blood.

The market is strong and offerings are not plentiful.

Unit Ammonia.

Ground and unground.....\$4.75@5.00

Digester Hog Tankage Materials.

The market is very strong on tankage suitable for feed. Bulk of high grade material is holding firm.

Unit Ammonia.

Ground, 11½ to 12% ammonia.....@5.35
Ground, 6 to 8% ammonia.....5.00@5.20
Unground, 11 to 13% ammonia.....5.20@5.25
Unground, 6 to 10% ammonia.....@4.75
Liquid stick, 7 to 11% ammonia.....@3.75

Fertilizer Materials.

Offerings are extremely scarce. The market is strong on all ammoniacs.

Unit Ammonia.

High grade, ground, 10-11% ammonia.....@3.50
Lower grade, ground & ungrd. 6-9% am.....2.80@2.90
Hoof meal.....3.00@3.15

Bone Meals.

A good demand features the bone meals market, with supplies short.

Per Ton.

Raw bone meal.....\$32.00@55.00
Steam, ground.....30.00@45.00
Steam, unground.....26.00@34.00

Cracklings.

Offerings and business unchanged and quiet.

Per Ton.

Hd. prod. & exp. ungrd., per unit protein.....\$ 1.30@ 1.40
Soft pressed pork, ac. grease and quality.....25.00@30.00
Soft pressed beef, ac. grease and quality.....50.00@55.00

Horns, Bones and Hoofs.

This market remains quiet, as it has been for the past few weeks.

Per Ton.

Horns.....\$50.00@175.00
Round shin bones.....45.00@ 50.00
Flat shin bones.....42.00@ 45.00
Thigh, blade and buttock bones.....40.00@ 45.00
Cattle hoofs.....33.00@ 35.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

A brisk demand continues for cattle jaws, skulls and knuckles.

Per Ton.

Kip and calf stock.....\$32.00@42.00
Rejected manufacturing bones.....45.00@47.50
Horn piths.....39.00@41.00
Cattle jaws, skulls and knuckles.....39.00@40.00
Sinews, pizzles and hide trimmings.....27.00@29.00

Animal Hair.

This market continues very quiet, as it has been for the past several weeks, with little interest being shown. There is a good demand for switches.

Per Pound.
Coil and field dried.....2 @3¢
Processed grey.....4 @1½¢
Black dyed.....5 @8¢
Cattle switches, each*.....4 @5¢
*According to count.

Pig Skins.

Market for strips, scrap and trimmings dull. Demand for No. 1 strips is good.

Per Pound.

Tanner grades.....7¼@ 8¢
Edible grades, unassorted.....@ 4½¢

EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Aug. 23, 1927.—There has not been enough trading in by-products the past week in this market to make for changes in prices. Offerings of tankage, blood, etc., are light and prices are firm.

Spot ground dried blood sold at \$4.50 New York. Some lots are offered at nearby points at a little lower price.

Bonemeal is in continued demand both for prompt and future shipment, with producers quite well sold up, especially as far as the foreign material is concerned.

Nitrate of soda is in fair demand and prices are held firm.

Fish scrap is very scarce due to the poor fishing season and prices are much higher than a year ago.

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Aug. 20, 1927, with comparisons:

	Week ending Aug. 20.	Prev. week.	Cor. 1926.
Western dressed meats:			
Steers, carcasses.....	2,828	3,104	3,501
Cows, carcasses.....	2,873	2,690	866
Bulls, carcasses.....	34	39	7
Veals, carcasses.....	904	903	1,436
Lambs, carcasses.....	11,096	13,584	15,138
Mutton, carcasses.....	452	190	551
Pork, lbs.....	265,825	200,257	273,631
Local slaughters:			
Cattle.....	1,234	1,316	1,476
Calves.....	1,271	1,211	1,620
Hogs.....	11,955	10,321	9,670
Sheep.....	6,248	4,593	5,358

Hot Water Control

Water too hot—or water not hot enough—causes loss of value in meat, loss of time of workmen, loss of steam used for heating.

Avoid all these losses, (as well as others due to the same conditions) by using Powers automatic heat regulators. They are Accurate, Dependable, and Durable. There is one for every place where hot or warm water is used, and we'll send one for a free test, if you will state the place where you will use it.

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Here is a machine that solves the production problem and does it so well that the nation's leading packers are now installing the DOERING CONTINUOUS WORKER.

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Evils in Oil Trading

By S. W. Wilbor, President Interstate Cottonseed Crushers' Association.

With respect to off quality oils and the adjustment in the basis price to be made therefor, it is only a short time since trade discussions were filled to overflowing with demands from and by the mills for terms which would not only equitably assess penalty for qualities below prime, but would furthermore recognize and establish premiums for qualities better than prime.

After much thought and a great deal of work an agreed plan of this kind was produced and now stands before the trade in the present settlement rules as fixed by the last Interstate Convention.

It now comes to our attention that some small sales of new crop crude have been made by the mills in the Southeast on the old "factor" terms. This would seem to indicate the following probable situation and result:

What Might Happen.

A mill, for example, offers crude the quality of which, on present Interstate settlement terms, and on basis of the mill's quality as produced in previous season, is likely to bring a premium of ½ cent per lb. over the basis selling price.

The basis price for prime crude present Interstate settlement terms is, for example, eight cents. Buyer feels that offerings by the mill in question are likely to be up to

quality of previous year, which quality would produce premium of ½ cent per lb. on present settlement terms.

With these facts in mind we will presume buyer and seller have traded at 8¼ cents "factor" terms. Such trading means that both the seller and buyer have taken a chance on the quality of oil to be produced by not having traded Interstate terms.

If the oil should be as good in quality as on previous season, the premium to be added to the basis price will be ½ cent per lb., whereas the seller at 8¼ "factor" terms loses half the premium.

If the oil should be only prime or under, the seller has of course secured ¼ cent over the market, because the quality which he produced was not as good as previous year and, therefore, not up to buyer's expectation.

Mills Don't Stand Together.

It is plain that little can be done for people who will not stand together.

The mills should be a unit in supporting the present rules. It is a great pity to see a piece of constructive work, such as the present rules, weakened by the lack of co-operation on the part of those who have been so insistent that something be done.

Such lament is especially in order when, on reflection, it is borne in mind that sales being made on terms other than present association rules are only petty speculations in quality. Those making such small

gains will not find losers coming back to trade again, and hence, it is a gain which is not worth the candle.

CHANGES IN TRADING RULES.

To Members of the Interstate Cotton Seed Crushers' Association:

Important changes in the trading rules of the association became effective August 1st, 1927. Our attention has been directed to probable sales on old "factor" terms of new crop crude cottonseed oil by mills in the Southeast. This would indicate parties making such contracts are not conversant with changes in rules adopted at the Memphis Convention.

The new book of rules has the following changes:

Rule No. 1—See paragraph as below: "If contracts are made which include terms and/or conditions contrary to the expressed provisions of these rules, the parties to such contracts shall not be entitled to or allowed the use of the arbitration or control privileges of this association."

Rules Nos. 6, 34, 50, 51, 52 and 53 rewritten.

Rules Nos. 54 and 55 changed to 55 and 56.

Rule No. 54 new rule, added as below: "Low Grade Cotton Seed Oil." "Oil not coming up to either of the above specifications should be sold either by sample or as Low Grade Cotton Seed Oil."

Rules Nos. 130 and 136 "Cotton Linters" rewritten.

Rule No. 142 "Excess Refining Loss in Oil" rewritten.

Rule No. 176 "Meal and Cracked Cake" rewritten.

Rule No. 178 "Linters" rewritten.

Rules Nos. 195, 6, 7 and 8 have been changed to read—Nos. 194, 5, 6 and 7.

Rule No. 198 NEW Rule—see book of rules.

Rule No. 232 "Destination Samples" rewritten.

Rule No. 233 "Samples as Evidence" rewritten.

Rule No. 261 "Official Chemists" rewritten.

Rule No. 264 A new rule on "Chemists' Reports" added.

Rule No. 270-A A new section numbered 3, added.

Rule No. 270-B "Section 2," rewritten.

Rule No. 271 "Section 3" rewritten and specifications added.

Rule No. 274 "Sections 1, 2, 3, 4 and 5" rewritten, eliminating old and substituting new tables.

Rule No. 272, "Section 7" rewritten.

Rule No. 277. See changes as follows: "Section 2, Paragraph 2, lines 14 and 15." "Section 3, Paragraph 2, line 9."

Rule No. 280—"Cotton Seed, Oils, Hulls and Linters" rewritten.

Rule No. 295—"Classers Linter Arbitrations" rewritten.

Rule No. 307—Changed to read 308:

New Rule 307 added as follows: "Rule 307—Requests for arbitration where both disputants are non-members of the association. This Association will not recognize a request for arbitration covering differences between two non-members."

Look these changes over carefully and make no mistakes.

GEORGE H. BENNETT,
Secretary-Treasurer.

COTTON OIL EXPORTS.

York, Aug. 1, 1927, to Aug. 24, 1927.
Exports of cottonseed oil from New 125 bbls.

THE BLANTON COMPANY

St. Louis, U. S. A.
Manufacturers of

BLANCO SHORTENING

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VEGETABLE OILS

WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

Trade Much Broader—New Season's Highs—Speculative Sentiment Bullish—Cotton Crop a Factor—Cash Oil Trade Quiet—Crude Tight—Lard Stronger.

A decided broadening in trade in cotton oil futures developed on the New York Produce Exchange the past week, and under general buying power, prices advanced to new high levels for the move, with November and the later months going to new highs for the season. Commission house trade, both southern and western, as well as local operations, were of a decidedly mixed character, but the market, nevertheless, absorbed the offerings readily on small setbacks, and new buying power lifted values to new highs daily.

The bullish incentive naturally came from the unfavorable crop reports from the South and the strength in cotton. Nevertheless, the situation in the crude oil market was such as to make for independent strength in cotton oil. To this there was the added influence of a better market for lard.

Much Activity in the Market.

For the first time since the war years, it can truthfully be said, cotton oil was attracting more attention in Wall Street. It was evident that the market was in for broader operations. Wall street houses, particularly those with southern connections, were persistent buyers of the later months. Although the ring crowd, from time to time, pressed the market for a natural reaction on the belief that overbought conditions were developing, the outside absorption readily took care of the selling and forced professionals to come in on the bulges.

Reports indicated that a comparatively small percentage of the interest in the market came from the mills. Strength in actual oil in the South was freely spoken of, and advances in compound prices attracted some attention.

In several directions there was a disposition to look upon the situation as compared to that of 1923-24, when the cotton crop turned out 13,600,000 bales. Estimates on this season's crop are running under that figure and must depend on weevil and weather conditions from

this time forward, as to what the cotton crop will actually prove to be.

Oil Consumption Increasing.

The consumption of cottonseed oil has been increasing steadily for a number of years, and consumption this season will run large, provided of course supplies are available, and barring unduly high priced levels. It is these analyses that has eliminated, to a large extent, the record carryover as a factor. The impression prevails that the production and carryover this season might eventually prove to be smaller than the consumption of the past season.

Large refining interests continued after crude which sold at 9c in all sections and that figure was later bid. The present crude price would justify 11c oil for all future deliveries at New York. Liquidation in the September delivery through commission houses continues quite active, with two or three refiners apparently scrambling for the offerings.

The open September interest is still estimated upwards of 30,000 bbls., and it would not surprise some to have 10,000 to 20,000 bbls. delivered on September contracts, partly the result of a disposition of some of the refiners to reduce inventories. At the present time it is difficult to trace where any sizeable tenders will be stopped,

and as a result some anticipate that September will go to 100 points under March. The spot month, however, will have very little bearing, it is felt, on the later deliveries where the speculative interests are active.

Experience has taught that operators in cotton oil futures seldom, if ever, stay in the spot month and take delivery, so that the average trader, particularly at this time, is not impressed by the fears of deliveries and is banking entirely upon a cotton crop smaller than any of the estimates published thus far.

Corn Market Weaker.

The corn market has been less strong, but not materially changed in price. Crop advices from a good part of the belt have been more optimistic. Corn over \$1.00, it is felt, will demand higher hog levels and ultimately better prices in lard, and the speculator figures that all of the main factors in oil are in his favor.

Cash oil demand the past week has been moderate. Interest from the Eastport fish packing industry was reported small and spot holders reported it difficult to move small quantities to the trade. There are 10,000 to 12,000 bbls. in store at New York, most of which, it is felt, will come out on September delivery, and it is expected that one refiner will deliver 5,000 to 10,000 bbls.

Throughout the week, the oil market backed and filled with cotton to a smaller extent, but it was evident that the market was taking its cue from cotton. The ring crowd was persistently watching the weather in the South and the cotton crop reports.

Seed prices were reported to have advanced \$3.00 per ton in the Eastern Belt, and it was said that a seed fight in a certain section of Texas lifted seed values to unusually high levels.

COTTONSEED OIL—Market transactions:

Friday, August 19, 1927.

	—Range—		—Closing—	
	Sales.	High.	Low.	Bid. Asked.
Spot				975 a
Aug.				975 a
Sept.	1500	995	988	994 a 995
Oct.	900	1018	1009	1018 a
Nov.	1000	1025	1025	1028 a 1035
Dec.	1200	1034	1027	1034 a
Jan.	300	1038	1034	1038 a
Feb.				1040 a 1055
Mar.	2100	1060	1050	1060 a

Total Sales, including switches, 7,000 bbls. P. Crude S. E. 8½ Bid.

SOUTHERN MARKETS.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Aug. 25, 1927.—

Steady buying orders are coming into the New Orleans cotton oil market for Dec., Jan., March and May, especially from states where crop is poorest. With active trading daily this week, the September notices expected on the first notice day, Aug. 26, probably will be stopped by refiners, as prices are considerably under the proper parity, considering sales of crude at 9c in all directions, with Texas crude sales this week as high as 9¼c. If good weather continues the market may ease off from ¼c to ½c, but excellent buying is expected on all breaks as bleachable is scarce and under new crude oil settlement terms New Orleans bleachable should be worth 140 points over Texas crude. Any unfavorable weather will quickly advance prices, as the general opinion is that the crop is under 13,000,000 bales.

ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

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REFINED COTTON SEED OIL CRUDE

ORDERS SOLICITED

TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

Standing the Test

IN the liquidation of the July position the New Orleans Refined Cotton Seed Oil Market has stood a severe test, and again proved itself to the satisfaction of all fair minded traders. It has met every test and not been found wanting.

The present stock of certificated oil in New Orleans is over ten million pounds.

Always Use YOUR Cotton Oil Market

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

New Orleans Cotton Exchange

Saturday, August 20, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1000	a 1050
Aug.			1000	a 1025
Sept.	4000	1009 999	1009	a 1008
Oct.	2200	1030 1020	1028	a 1030
Nov.	200	1040 1040	1045	a 1055
Dec.	5500	1049 1039	1049	a
Jan.	600	1054 1045	1054	a
Feb.			1058	a 1070
Mar.	1000	1074 1066	1073	a

Total Sales, including switches, 13,500 bbls. P. Crude S. E. 8½ Bid.

Monday, August 22, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1005	a 1025
Aug.			1010	a 1025
Sept.	4800	1019 1002	1015	a 1019
Oct.	2200	1037 1022	1035	a 1037
Nov.	600	1053 1052	1055	a 1060
Dec.	8500	1060 1050	1059	a 1060
Jan.	4500	1066 1059	1066	a 1065
Feb.	100	1072 1072	1073	a 1085
Mar.	5100	1091 1079	1088	a 1091

Total Sales, including switches, 25,800 bbls. P. Crude S. E. 8½ Bid.

Tuesday, August 23, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1010	a
Aug.			1010	a 1050
Sept.	3100	1021 1001	1021	a 1025
Oct.	5300	1048 1035	1048	a
Nov.	600	1059 1046	1065	a 1075
Dec.	550	1074 1054	1073	a 1075
Jan.	3100	1078 1063	1078	a
Feb.			1085	a 1089
Mar.	9400	1100 1085	1100	a

Total Sales, including switches, 27,000 bbls. P. Crude S. E. 8½ Bid.

Wednesday, August 24, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1015	a
Aug.			1015	a 1050
Sept.	6000	1026 1022	1026	a
Oct.	6200	1055 1047	1053	a
Nov.	900	1077 1070	1072	a 1080
Dec.	6600	1080 1072	1076	a 1077
Jan.	6000	1083 1075	1080	a 1085
Feb.			1088	a
Mar.	9600	1105 1098	1105	a 1104

Total Sales, including switches, 34,300 bbls. P. Crude S. E. 9c Bid.

Thursday, August 25, 1927.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1000	a 1050
Aug.			1000	a 1050
Sept.	1026	1010 1015	1019	
Oct.	1051	1037 1042	a	
Nov.	1078	1063 1060	a 1068	
Dec.	1082	1061 1062	a 1066	
Jan.	1082	1063 1065	a	
Feb.			1070	a 1085
Mar.	1105	1089 1090	a	

SEE PAGE 35 FOR LATER MARKETS.

COCONUT OIL—A steady but featureless market continued in this quarter. Copra was steady. Advices to Washington stated that all mills were operating in Manila, with arrivals up to expectations. At New York, prices were quoted at 8½¢/8¾¢. At the Pacific coast, prices were quoted at 8½¢.

SOYA BEAN OIL—Some business was put through on the Coast at 9¼¢, and some business passed at New York at 12¢, with offerings rather moderate and the undertone reported firm.

PALM OIL—A good demand, with leading importers drawn as sellers and higher prices prevailing in Europe, made for a strong tone in this market. Nigre spot New York was quoted at 7¼¢/7½¢; shipment, 6¾¢; Lagos spot, 7½¢/7¾¢; shipment, 7.20¢; soft spot, 7.10¢/7.15¢; shipment, 7.10¢.

PALM KERNEL OIL—A good business was reported to have passed at New York at unchanged levels with the undertone firm. Spot drums were quoted at 9¢/9¼¢; spot casks, 9¢/9¼¢; bulk oil, 8½¢/8¾¢.

CORN OIL—The market was quiet but firm following cotton oil, with corn oil f.o.b. mills quoted at 8¼¢/8½¢.

OLIVE OIL—Demand was reported rather slow, but offerings were light and firmly held at 9¢/9¼¢ New York.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Sales of a few hundred barrels of store oil at New York were reported at 10¾¢. Crude oil sold at 9c in all sections and that figure was bid.

COTTONSEED PRODUCT EXPORT.

Exports of cottonseed products from the United States for the eleven months ending June 30, 1927, with comparisons, are reported by the U. S. Census Bureau as follows:

	1927.	1926.
Oil, crude, lbs.	37,961,114	36,309,879
Oil, refined, lbs.	18,923,982	20,718,739
Cake and meal, tons.	447,904	338,495

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Aug. 20, 1927.

CATTLE.

	Week ending Aug. 20.	Prev. week.	Cor. 1926.
Chicago	29,798	27,477	33,329
Kansas City	33,464	31,333	30,445
Omaha	18,073	19,601	22,226
East St. Louis	16,872	14,208	15,513
St. Joseph	9,354	9,788	7,652
Sioux City	7,336	7,074	9,378
Cudahy	1,148	1,037	
Fort Worth	2,044	6,206	6,952
Philadelphia	1,975	1,627	2,040
Indianapolis	4,056	4,927	4,182
Boston	1,234	1,316	1,476
New York and Jersey City	9,505	9,327	7,839
Oklahoma City	6,122	5,925	4,203
Total	141,581	136,906	145,235

HOGS.

	Week ending Aug. 20.	Prev. week.	Cor. 1926.
Chicago	101,000	103,900	96,900
Kansas City	19,427	19,325	23,973
Omaha	42,500	33,069	38,052
East St. Louis	26,557	27,880	27,622
St. Joseph	18,140	20,656	18,165
Sioux City	24,456	23,406	28,683
Cudahy	12,218	10,289	
Fort Worth	6,694	3,383	2,599
Philadelphia	15,677	15,847	12,803
Indianapolis	10,869	18,329	18,112
Boston	11,055	10,321	9,070
New York and Jersey City	43,138	40,225	31,001
Oklahoma City	3,386	1,958	1,550
Total	341,117	329,148	309,059

SHEEP.

	Week ending Aug. 20.	Prev. week.	Cor. 1926.
Chicago	55,190	60,155	47,192
Kansas City	19,741	20,750	17,061
Omaha	37,489	32,583	34,721
East St. Louis	15,929	14,810	10,035
St. Joseph	15,926	12,949	22,182
Sioux City	4,187	3,568	3,332
Cudahy	409	315	
Fort Worth	2,699	2,689	2,421
Philadelphia	5,819	4,503	7,605
Indianapolis	1,932	2,891	2,400
Boston	6,248	4,593	5,338
New York and Jersey City	52,489	54,967	50,883
Oklahoma City	89	253	54
Total	218,147	217,173	204,124

BRITISH BACON PRICES.

Bacon prices in British markets during 1927 have been the lowest since January, 1925. The low point was reached for Danish Wiltshires at Liverpool in February, when the monthly average, as reported by the American agricultural commissioner at London, fell to \$19.79 per 100 pounds. Since then the market for Danish has strengthened somewhat, but showed new weakness during June. Canadian Wiltshires shared in the temporary rally, but appears to have joined in the new decline.

It should be pointed out, says the U. S. Department of Agriculture, that the unusually heavy receipts of bacon on British markets have coincided with a winter of comparatively higher prices for feedstuffs in Europe generally, along with an increased number of hogs. The effect has been to stimulate slaughter and export beyond the point which might have been expected had feed prices been more favorable. The present heavy rate of production, therefore, cannot be regarded as permanent, but may be expected to undergo a readjustment when feed prices have assumed a more favorable relation to prices paid for hogs and their products.

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Refiners of all Grades of

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Puritan, Winter Pressed Salad Oil
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Sterling, Prime Summer Yellow

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BROKERS EXCLUSIVELY

ALL VEGETABLE OILS

In Barrels or Tanks

COTTON OIL FUTURES

On the New York Produce Exchange

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS.

Provisions.

Hog products were firmer the latter part of the week. There was considerable investment buying, with less hedge pressure, some export inquiry and moderate hog arrivals. Profit taking checked upturns and cash lard is comparatively firmer.

Cottonseed Oil.

Cotton oil is active and firm. Realizing caused some reaction from highs, but unfavorable cotton crop reports checked declines.

Trade is more general than for some time. Cash oil demand is quiet; crude is tight, and seed firm.

Texas crude sold at 9½¢; southeast Valley, 9c.

Quotations on cottonseed oil at Friday noon were: August, \$10.00@10.30; September, \$10.14@10.16; October, \$10.39@10.42; November, \$10.60@10.66; December, \$10.64; January, \$10.65; February, \$10.75@10.85; March, \$10.90.

Tallow.

Tallow, extra, 8c.

Stearine.

Stearine, 10½¢.

FRIDAY'S GENERAL MARKETS.

New York, Aug. 26, 1927.—Spot lard at New York: Prime western, \$13.20@13.30; middle western, \$12.95@13.05; city, \$12.00; refined Continent, \$13.25; South American, \$14.25; Brazil kegs, \$15.25; compound, \$12.25.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Aug. 25, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS (Hvy. Wt. 700 lbs. up):				
Choice	\$20.00@21.50	\$20.50@21.50	\$21.50@23.00	\$21.50@23.00
Good	18.00@20.00	19.50@20.50	18.00@21.00	19.00@21.00
STEERS (Lt. & Med. Wt., 700 lbs. down):				
Choice	19.50@21.00		21.00@23.00	21.50@23.00
Good	17.00@19.00	18.50@19.50	18.00@21.50	19.00@21.00
STEERS (All Weights):				
Medium	15.00@17.00	17.00@18.50	15.00@18.50	16.00@19.00
Common	13.00@15.00	16.00@17.00	13.50@15.00	13.00@15.00
COWS:				
Good	14.00@15.00	14.50@15.50	15.00@16.00	14.00@15.00
Medium	12.00@14.00	13.50@14.50	13.00@15.00	12.00@13.50
Common	10.50@12.00	13.00@13.50	11.50@13.00	11.00@12.00
Fresh Veal (1):				
VEALERS:				
Choice	25.00@26.00	22.00@24.00	25.00@27.00	23.00@24.00
Good	23.00@25.00	20.00@22.00	22.00@24.00	21.00@23.00
Medium	21.00@23.00	18.00@20.00	20.00@22.00	19.00@20.00
Common	18.00@21.00	17.00@18.00	18.00@20.00	
CALF CARCASSES (2):				
Choice	17.00@20.00		20.00@23.00	20.00@21.00
Good	15.00@17.00	17.00@20.00	18.00@20.00	19.00@20.00
Medium	13.00@15.00	15.00@17.00	16.00@18.00	16.00@18.00
Common	12.00@13.00	14.00@15.00	14.00@16.00	15.00@15.00
Fresh Lamb and Mutton:				
LAMB (30-42 lbs.):				
Choice	26.00@28.00	27.00@28.00	24.00@26.00	27.00@28.00
Good	24.00@26.00	25.00@26.00	23.00@24.00	25.00@27.00
LAMB (42-55 lbs.):				
Choice	24.00@28.00	24.00@26.00	24.00@25.00	26.00@27.00
Good	22.00@26.00	23.00@25.00	22.00@24.00	24.00@26.00
LAMB (All Weights):				
Medium	21.00@24.00	21.00@23.00	20.00@22.00	22.00@25.00
Common	17.00@22.00	17.00@21.00	17.00@20.00	
MUTTON (Hwys):				
Good	14.00@15.00	14.00@16.00	14.00@16.00	15.00@16.00
Medium	12.00@14.00	12.00@14.00	12.00@14.00	14.00@15.00
Common	10.00@12.00	10.00@12.00	10.00@12.00	13.00@14.00
Fresh Pork Cuts:				
LOINS:				
8-10 lb. av.	28.00@30.00	30.00@31.00	30.00@31.00	30.00@31.00
10-12 lb. av.	26.00@28.00	28.00@30.00	28.00@29.00	27.50@29.00
12-15 lb. av.	22.00@24.00	25.00@26.50	25.00@27.00	25.00@27.00
15-18 lb. av.	18.00@20.00	20.00@21.00	21.00@24.00	20.00@21.00
18-22 lb. av.	16.00@17.00	19.00@20.00	19.00@21.00	20.00@21.00
SHOULDERS:				
N. Y. Style—Skinned	13.50@14.50		15.00@18.00	16.00@17.00
PICNICS:				
4-6 lb. av.		16.00@17.00	14.00@16.00	
6-8 lb. av.		15.00@16.00	13.00@14.00	
BUTTS: Boston Style	17.00@19.00		18.00@20.00	18.00@19.00
SPARE RIBS: Half Sheets	11.00@13.00			
TRIMMINGS:				
Regular	10.50@11.50			
Lean	15.50@16.50			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

RECEIPTS AT CENTERS

SATURDAY, AUG. 20, 1927

	Cattle.	Hogs.	Sheep.
Chicago	500	3,500	1,500
Kansas City	500	500	150
Omaha	100	4,300	200
St. Louis	300	2,300	200
St. Joseph	100	2,000	2,000
Sioux City	100	3,000	1,000
St. Paul	100	800	100
Oklahoma City	200	200	100
Fort Worth	200	200	300
Milwaukee	100	400	100
Denver	100	500	700
Louisville	100	700	200
Wichita	400	600	200
Indianapolis	200	3,500	200
Pittsburgh	100	700	500
Cincinnati	200	2,100	400
Buffalo	100	1,000	100
Cleveland	200	400	100
Nashville	100	500	300
Toronto	100	200	100

MONDAY, AUG. 22, 1927

	Cattle.	Hogs.	Sheep.
Chicago	23,000	35,000	25,000
Kansas City	29,500	6,000	8,000
Omaha	11,000	8,500	21,000
St. Louis	8,000	14,500	4,000
St. Joseph	4,000	1,500	7,000
Sioux City	6,000	5,000	1,000
St. Paul	11,500	4,500	4,000
Oklahoma City	1,800	1,000	300
Fort Worth	400	500	500
Milwaukee	200	400	200
Denver	3,100	2,500	10,200
Louisville	1,200	1,400	3,600
Wichita	4,500	1,800	600
Indianapolis	800	5,000	600
Pittsburgh	1,200	4,500	3,800
Cincinnati	3,800	4,000	1,400
Buffalo	2,800	10,400	100
Cleveland	800	3,100	2,900
Nashville	300	900	2,800
Toronto	2,600	1,500	2,500

TUESDAY, AUG. 23, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	25,000	20,000
Kansas City	12,000	7,000	12,000
Omaha	6,000	10,000	23,000
St. Louis	7,500	14,000	5,500
St. Joseph	3,500	8,000	5,000
Sioux City	1,500	7,000	500
St. Paul	1,500	4,000	1,000
Oklahoma City	600	900	100
Fort Worth	2,600	500	500
Milwaukee	800	1,200	300
Denver	500	1,200	500
Louisville	100	900	1,800
Wichita	900	1,400	300
Indianapolis	1,200	6,100	2,000
Pittsburgh	100	200	300
Cincinnati	500	4,000	3,300
Buffalo	100	200	100
Cleveland	200	1,500	400
Nashville	100	600	1,200
Toronto	300	300	200

WEDNESDAY, AUG. 24, 1927

	Cattle.	Hogs.	Sheep.
Chicago	10,000	15,000	22,000
Kansas City	8,500	5,000	3,000
Omaha	5,500	14,000	17,500
St. Louis	6,000	11,000	3,500
St. Joseph	2,800	6,000	4,500
Sioux City	1,500	9,000	1,000
St. Paul	2,700	6,000	1,500
Oklahoma City	900	600	100
Fort Worth	3,000	1,000	500
Milwaukee	800	1,000	300
Denver	1,500	300	1,000
Louisville	100	800	1,800
Wichita	1,500	1,800	300
Indianapolis	900	5,000	800
Pittsburgh	100	1,300	100
Cincinnati	300	3,000	3,600
Buffalo	100	1,200	200
Cleveland	300	2,500	700
Nashville	100	800	1,100
Toronto	400	800	600

THURSDAY, AUG. 25, 1927

	Cattle.	Hogs.	Sheep.
Chicago	11,000	28,000	20,000
Kansas City	4,000	3,000	6,000
Omaha	2,200	8,500	12,500
St. Louis	3,000	10,000	3,000
St. Joseph	1,300	6,000	2,900
Sioux City	1,000	6,000	800
St. Paul	2,800	5,000	1,500
Oklahoma City	1,000	400	100
Fort Worth	3,700	800	1,100
Milwaukee	600	1,000	400
Denver	400	1,500	400
Wichita	500	1,500	300
Indianapolis	800	1,400	800
Cincinnati	600	3,200	2,200
Buffalo	700	800	200
Cleveland	400	2,000	1,200

FRIDAY, AUGUST 26, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	2,000	14,000	12,000
Kansas City	500	2,000	4,000
Omaha	1,000	7,500	12,000
St. Louis	1,500	10,500	800
St. Joseph	500	3,500	3,000
Sioux City	500	4,000	1,000
St. Paul	1,000	4,000	1,700
Oklahoma City	600	7,000	100
Fort Worth	3,000	500	800
Milwaukee	200	300	100
Denver	300	500	4,500
Wichita	300	500	200
Indianapolis	1,000	6,000	1,000
Pittsburgh	100	1,400	400
Cincinnati	500	3,100	2,000
Buffalo	100	3,100	600
Cleveland	200	1,100	400

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Aug. 25, 1927.

CATTLE—Good to choice steers of all weights continued steady to stronger, with the lighter cattle crowding the heavy weights in the top scale of prices. A large proportion of westerns were included in the week's receipts, being 4,000 in all. Liberal portions of the run included native grassers and warmed up varieties. These registered a downturn of 50c as compared with last week's quotations.

Evidence of unevenness characterized the inbetween grade trade, which in spots did not reflect the maximum decline. Butcher stock suffered a downturn of 25c in sympathy with the lower priced steers. Vealers closed \$1.00 lower as compared to the best time last week. Bulls were slow to 25c lower on all varieties.

The best price paid during the week was \$14.65 for several loads, the heaviest of which were from Missouri and scaled 1,544 lbs., and the lightest from South Dakota. These latter averaged 1,198 pounds. The best of the yearling offerings, scaling 934 lbs., brought \$14.40 for one load from South Dakota. Numerous loads of both light and heavy consignments brought better than \$14.00, indicating the strength of the finished cattle trade.

Choice heifers were comparatively scarce, and mostly light in weight, few selling better than \$12.50. Fat cows and heifers on the Koshier order continued in strong demand at prices up to \$10.00. Other she stock was draggy except the cutters and low cutters from \$4.75@5.25.

Sausage bulls suitable for shipping order were mostly from \$6.75@7.25. The bulk of the calves at the close brought from \$14.00@14.50, as compared to \$16.00@16.50 a week ago.

Northwestern grass steers, scaling in weight from 1,450 lbs. down to 980 lbs., brought \$12.00 down to \$8.85. A liberal portion of these were sold in quarantine. Weighty western cows brought \$9.25, and weighty spayed heifers \$10.00. Native grass cows and heifers were as much as 50c lower, as compared with westerns.

HOGS—Heavy butchers and packing

sows were largely 40@60c higher for week; hogs 160 to 200 lbs., 10@25c higher; lighter weights, steady to 50c lower; pigs, mostly 75c@1.00 lower; top, \$10.85; bulk of late sales of good and choice 160 to 200 lbs., \$10.50@10.75; 220 to 250 lbs., \$9.75@10.40; 260 to 300 lbs., \$9.15@9.85; 310@350 lbs., \$8.75@9.10; packing sows, \$7.90@8.25; best lightweights, \$8.50; pigs, \$8.00@8.75.

SHEEP—Heavy receipts of both native and western lambs broke values sharply, fat lambs closing around \$1.00 lower on the weekly comparison. Sheep closed weak to 25c lower, with feeding lambs strong under active country demand, despite an increase in supplies.

Choice range lambs after selling up to \$14.00 early were unable to pass \$13.75 late, the late bulk cashing at \$13.40@13.75. A few good rangers sold down to \$13.25, with most natives going at \$12.75@13.25. Selected native lambs sold up to \$13.50

late, with the week's best at \$13.75 on Monday.

A few heavy buck lambs moved at \$11.00 @11.50; culls, \$8.50@9.50; fat ewes, \$6.00 @7.25; good yearlings, \$10.00@10.50.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Neb., Aug. 25, 1927.

CATTLE—Although prices for fed steers and yearlings reached new high levels for the year early in the week, the advance was mostly lost. Choice yearlings held up well, but on the general run, current prices are unevenly 10@25c lower than week ago.

Strictly choice 1,028-lb. yearlings made a new top for the year at \$14.40. Light yearlings, 908-lb., earned \$13.75 and 1,222-lb. medium weights, \$14.10, new high marks for the year for these weights.

The bulk earned \$11.00@13.50. She-

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Aug. 25, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.....	\$ 8.75@10.00	\$ 9.00@10.30	\$ 8.40@ 9.75	\$ 8.50@ 9.90	\$ 8.50@ 9.50
Med. wt. (200-250 lbs.), med-ch.....	9.40@10.75	10.00@10.90	9.10@10.50	9.50@10.55	9.00@10.25
Lt. wt. (160-200 lbs.) com-ch.....	9.50@10.85	10.75@11.00	9.80@10.50	10.10@10.60	10.00@10.35
Lt. lt. (130-160 lbs.), com-ch.....	8.90@10.70	9.25@10.90	9.00@10.35	10.10@10.60	9.50@10.25
Packing sows, smooth and rough.....	7.40@ 8.50	7.75@ 8.35	7.50@ 8.35	7.35@ 8.25	7.50@ 8.25
Slighter pigs (120 lbs. down), med-ch.....	8.00@ 9.50	8.75@10.00	.....	9.50@10.25	@ 9.50
Av. cost and wt., Wed. (pigs excluded)	9.06-270 lb.	10.06-226 lb.	8.37-298 lb.	9.45-247 lb.	8.40-272 lb.
Slaughter Cattle and Calves:					
STEERS (1,500 LBS. UP):					
Good-ch.....	11.75@14.65	.....	11.40@14.10	11.35@14.40	.....
STEERS (1,300-1,500 LBS.):					
Choice.....	13.75@14.65	13.75@14.50	12.85@14.10	12.75@14.40	12.85@13.60
Good.....	11.75@13.75	11.75@13.75	11.25@13.15	10.85@13.15	10.75@13.00
STEERS (1,100-1,300 LBS.):					
Choice.....	13.75@14.65	13.75@14.50	12.65@14.10	12.75@14.00	12.35@13.50
Good.....	11.00@13.75	11.25@13.75	10.75@13.00	10.35@12.75	10.25@12.75
STEERS (950-1,100 LBS.):					
Choice.....	13.25@14.40	13.50@14.25	12.50@14.10	12.50@14.00	12.00@13.75
Good.....	10.75@13.75	11.25@13.75	10.50@12.50	10.25@12.75	10.00@12.25
STEERS (800 Lb. & UP):					
Choice.....	8.50@11.50	7.75@11.50	7.75@11.25	8.00@10.85	8.25@10.75
Good.....	6.75@ 8.75	6.25@ 7.75	6.00@ 7.75	6.25@ 8.25	6.50@ 8.25
STEERS (FED CALVES AND YEARLINGS 750-950 LBS.):					
Choice.....	12.75@13.75	13.00@13.75	12.25@13.75	12.50@13.75	11.85@13.50
Good.....	10.50@12.75	11.00@13.00	10.25@12.25	10.25@12.50	9.75@11.85
HEIFERS (850 LBS. DOWN):					
Choice.....	12.25@13.00	12.25@13.00	11.75@13.00	11.75@13.00	11.25@12.00
Good.....	9.75@12.25	11.00@12.25	9.50@11.75	9.50@12.25	9.00@11.25
Common-med.....	6.75@ 9.75	6.75@11.00	6.25@ 9.50	6.25@ 9.50	5.75@ 9.00
HEIFERS (850 LBS. UP):					
Choice.....	10.50@12.50	10.25@11.50	10.50@12.25	10.25@12.25	9.50@11.00
Good.....	8.25@11.25	8.50@10.25	8.50@10.75	8.50@11.50	8.25@ 9.75
Medium.....	7.00@ 8.50	7.50@ 8.50	6.75@ 9.00	6.50@ 9.00	6.25@ 8.25
COWS:					
Choice.....	9.00@10.25	8.25@ 9.25	8.25@ 9.50	8.15@ 9.00	8.00@ 8.75
Good.....	6.75@ 9.00	6.75@ 8.25	6.35@ 8.25	6.25@ 8.15	6.15@ 8.00
Common-med.....	5.40@ 6.75	5.50@ 6.75	5.50@ 6.35	5.00@ 6.25	5.10@ 6.15
Low cutter and cutter.....	4.75@ 5.40	4.00@ 5.50	4.25@ 5.50	4.00@ 5.00	4.25@ 5.10
BULLS (YEARLINGS EXC.):					
Beef Good-ch.....	6.85@ 7.50	6.75@ 7.75	6.40@ 7.50	6.00@ 6.75	6.40@ 6.90
Cutter-med.....	5.25@ 6.85	5.00@ 6.50	5.00@ 6.40	4.75@ 6.00	5.00@ 6.50
CALVES (500 LBS. DOWN):					
Medium-ch.....	7.50@11.00	7.50@10.00	9.00@10.50	6.50@10.00	7.00@ 9.00
Cull-common.....	6.00@ 7.50	5.25@ 7.50	6.00@ 9.00	5.00@ 6.50	5.25@ 7.00
VEALERS (MILK-FED):					
Good-ch.....	14.00@15.00	15.00 only	11.50@13.00	11.00@13.50	12.00@14.00
Medium.....	12.00@14.00	10.50@15.00	9.00@11.50	8.00@11.00	9.50@12.00
Cull-common.....	7.00@12.00	5.50@10.50	6.00@ 9.00	5.00@ 8.00	6.50@ 9.00
Slaughter Sheep and Lambs:					
Lambs (34 lbs. down) good-choice.....	12.25@13.85	12.00@13.00	12.25@13.25	12.25@13.75	11.75@13.25
Lambs (92 lbs. down) medium.....	11.25@12.25	11.00@12.00	11.00@12.25	11.25@12.25	10.50@11.75
Lambs (all weights) cull-common.....	8.25@11.25	8.50@11.00	8.00@11.00	8.00@11.25	8.50@10.50
Yearling wethers (110 lbs. down) medium-choice.....	8.00@11.75	8.00@10.75	8.00@10.25	8.50@11.25	8.00@10.50
Ewes (120 lbs. down) medium-choice.....	4.75@ 7.25	5.00@ 5.50	4.50@ 6.50	5.00@ 6.85	4.00@ 6.25
Ewes (120-150 lbs.) medium-choice.....	3.75@ 7.00	4.00@ 5.50	4.25@ 6.25	4.50@ 6.50	4.00@ 6.25
Ewes (all weights) cull-common.....	1.50@ 4.75	1.00@ 4.50	1.50@ 4.50	1.50@ 5.00	1.50@ 4.00

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stock advanced 25c, while bulls and veals closed mostly steady.

HOGS—Mild unevenness has characterized daily releases in the hog division, with sharp price fluctuations featuring the trend to values. Bullish factors, however, have predominated throughout the period, and a comparison of prices with a week ago uncovers a substantial upturn.

Comparisons Thursday with Thursday: Light hogs, 15@25c higher; butchers and packing sows, around 50c up. Thursday's bulk, 160-200 lb. lights, ranged \$10.15@10.35; top, \$10.50; 200-235 lb. butchers, \$9.75@10.25; 235-280 lb. butchers, \$9.25@9.75; 280-300 lb., \$9.00@9.25; 300-350 lb., \$8.65@9.00; packing sows, \$7.90@8.25; stags, \$6.50@7.25.

SHEEP—The trend of fat lambs values has followed a downward course, traceable to burdensome receipts at leading market centers and a depressed dressed lamb situation. Compared with a week ago, fat lambs and yearlings are 50@75c lower; yearlings, about the same; fat sheep, 25@50c down.

On Thursday of this week the bulk and top on fat range lambs was \$13.25; natives, mostly \$12.75, top, \$13.00; range yearlings, \$9.50@10.00; slaughter ewes, \$5.50@6.25, top \$6.50.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Aug. 25, 1927.

CATTLE—Native fed steers and yearlings held at fully steady prices for the week, with spots on choice yearlings showing strength. Western grassers were under pressure and closed 15@35c lower, with most of the loss on wintered kinds. Choice heavy steers topped the market at \$14.30. Best yearlings went at \$14.00, while medium weights reached \$13.65. The bulk of the native fed offerings cleared from \$11.00@13.10, while most wintered grassers sold from \$10.25@11.40.

Straight grass fat kinds sold from \$7.50@9.75. Fed heifers and the better grades of native cows held steady, but other classes of fat she stock are 25@40c lower.

Cutters and bulls are weak to 15c lower. Vealers are \$1.00 off, with tops at \$13.50.

HOGS—Demand for medium and heavy butchers was good, and closing levels are 35@50c higher. Lights and underweights closed at 15@25c higher levels. The week's top reached \$10.60 at the close on choice 170-190 lb. averages.

On Thursday's session, most 150-225 lb. weights sold from \$10.10@10.55; 240-290 lb. butchers, \$9.35@10.00; 300-350 lb. weights, \$8.65@9.25. Packing grades are 50@60c higher.

SHEEP—Rather excessive receipts at outside markets were responsible for a weaker undertone in the fat lamb trade, and prices ruled \$1.00@1.25 lower. The week's top on western lambs was \$13.75, with the bulk selling from \$13.35@13.75.

Most native lambs sold from \$12.00@12.75, with the top at \$13.00. Aged sheep were very scarce, and steady prices prevailed. Slaughter ewes cleared from \$6.25@6.75.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Aug. 25, 1927.

CATTLE—Good to choice steers found ready sale this week, while half fat kinds and grassers met narrow demand. Compared with one week ago, good to choice yearling steers sold strong; fat matured steers, steady; other natives, 25c lower; western steers, steady, spots a shade lower; good and choice vealers, 25@50c lower; other classes, steady.

Tops for the week: Yearlings, \$14.25; matured steers, \$14.15; mixed yearlings, \$13.00; heifers, \$12.50; western steers, \$10.50.

Bulks for week: Native steers, \$9.55@13.25; western steers, \$8.25@9.75; fat mixed yearlings and heifers, \$11.00@12.00; cows, \$6.00@7.00; low cutters, \$4.35@4.75.

HOGS—Diminished supplies of medium and heavy hogs have materially strengthened the market for weightier offerings, and the spread is much narrower in good hogs. Those with quality have been sell-

ing at a premium, owing to the presence of so many grassy, half fat descriptions.

Light hogs are only about 5@10c higher for the week; medium weights, 25@50c higher; heavies, 50@75c higher.

Bulk of light hogs today, \$10.85@10.90; 200-230 lb., \$10.50@10.85; 230-250 lb., \$10.25@10.50; 250-270 lb., \$10.00@10.25; 270-325 lb., \$9.50@10.00; packing sows, \$8.00@8.25; pigs, \$9.00@9.75.

SHEEP—Fat lambs sold today mostly from \$12.50@12.75, or fully \$1.00 under a week ago. Quality has been none too good and quite a few bulky, southwest Missouri lambs brought \$12.00@12.25. Culls are bringing \$8.50; fat ewes, \$4.50@5.50.

SIoux CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Aug. 24, 1927.

CATTLE—Cattle receipts have run comparatively light for this season of the year, about 9,000 having arrived the first three days of the week. Grass cattle have been under moderate pressure, with a slow demand, but little change is recorded in prices. Choice beefs rule scarce and steady, with best steers and yearlings selling up to \$14.00.

The following figures are quotable at this time: Choice to prime steers and yearlings, \$13.00@14.00; good to choice, \$12.00@13.00; fair to good, \$10.00@11.75; common, down to \$9.00.

Choice to prime heifers, \$12.00@13.00; good to choice, \$11.00@12.00; fair to good, \$9.00@10.50; grass heifers, \$7.00@8.75; choice corn fed cows, \$8.00@9.50; fair to good cows, \$7.00@8.00; grass cows, \$5.50@8.00; canners and cutters, \$3.50@5.25; veals, \$7.00@14.00; bulls, \$5.50@6.50.

HOGS—The market for shipping hogs and butchers has ruled steady for the week, while sows have shown an advance of from 25 to 50c. Lights and light butchers sold today at \$10.00@10.25; medium butchers, \$9.25@9.80; heavy butchers, at \$8.50@9.25. The bulk of the sows sold at \$7.90@8.25.

SHEEP—Lambs 75c lower for the week. Top natives, \$12.90. Ewes are steady.

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

South St. Paul, Minn., Aug. 24, 1927.

CATTLE—Expansion in receipts here this week has failed to make any appre-

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ciable change in the market. All classes continue well up in line with last week's close. Top fed yearlings for the period scored \$12.50; best weighty range grassers, \$11.25; other desirable kinds, down to \$9.50; bulk, \$8.00@9.50.

She stock held at \$5.50@7.50, some few loads of good grass cows selling upwards to \$7.00@8.00, with heifers to \$8.60. Cutters remained at \$4.25@4.75, while bulls, on a 25c advance, are back to a \$6.00@6.50 schedule.

Vealers are being listed at \$14.00 today, or around 50c lower than last Wednesday.

HOGS—Price changes in the hog division have been sharp and frequent during the past week, lightweights declining 50c or more while butchers and sows are 25 to 50c or more higher than a week ago. Pigs dropped fully \$1.00 per cwt. The bulk of the sorted lights sold today at \$10.25; butchers, mainly \$8.50@10.00, according to weight and finish; bulk sows, \$7.75@8.00; most pigs, \$9.50.

SHEEP—Declines of 50@75c have marked the course of the trade in the sheep house during the past Wednesday-to-Wednesday period. The bulk of the fat native lambs sold today at \$12.00@13.00; culls, mostly \$8.50. Fat ewes are selling from \$4.00@6.00; culls, \$2.00@3.00.

ST. JOSEPH.

(Special Letter to The National Provisioner.)
South St. Joseph, Mo., Aug. 23, 1927.

CATTLE—Continued moderate receipts of fed steers and yearlings met a reliable outlet, and prices held steady, with a mild show of strength on choice grades. Although an increased quota arrived from the ranges, keener competition from feeder buyers proved a sustaining factor and rates held steady to 15c lower. Other killing classes indicated little change, except vealers and weighty calves. These descriptions ruled steady to 50c lower.

Choice 1,352-lb. bullocks topped at \$13.75. Numerous loads of long yearlings and light and medium weight steers made \$13.00@13.60, and the bulk of grainfeds turned at \$11.00@12.50. Most grass steers cleared at \$8.00 to 9.75; plain kinds, down to \$7.50, and a few straight grassers made \$10.00 and slightly above. Medium and heavy weight wintered beeves sold at \$10.50@12.00.

Most grass cows cashed at \$5.75@7.00; shortfed slaughter heifers ranged mostly below \$10.50, and all cutters bulked at \$4.25 to 5.25.

Bulls ruled strong, with the bulk of medium grades at \$5.50@5.85. Vealers sold at steady to 50c lower prices; top, \$14.00.

HOGS—Swine prices worked to slightly higher levels as supplies decreased and demand showed greater urgency. Butchers scored 15 to 25c gains, and packing sows made a 25c advance. Sorted light weights topped at \$10.35 today; bulk of 120 to 240-lb. weights, \$9.75@10.25; 240 to 280-lb. butchers, \$8.50@9.00; heavy weights, \$8.50@9.00 for the most part; packing sows, \$7.50 to 7.75; with smooth lights, \$8.00.

SHEEP—Buyers controlled the lamb trade and prices reflected a 50@75c setback for the week. Yearlings declined around 25 to 50c, and aged stock held practically steady. Choice westerns made \$13.00@13.25 at the bottom of the break, and best native lambs topped at \$12.50. Best fat light weight ewes scored \$6.75, and desirable grades bulked at \$5.50 to 6.50.

NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Aug. 20, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,572	9,198	1,982	36,664
New York	1,350	3,794	2,135	446
Central Union	3,971	1,962	154	11,831
Total	8,903	14,954	4,271	48,941
Previous week	7,796	12,614	19,476	53,047
Two weeks ago	6,536	10,651	21,500	47,405

PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Aug. 20, 1927, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	8,624	7,000	16,350	
Swift & Co.	6,837	8,800	19,192	
Morris & Co.	4,110	14,400	7,984	
Wilson & Co.	4,457	8,300	11,664	
Anglo-Amer. Prov. Co.	1,834	4,100		
G. H. Hammond Co.	3,933	2,800		
Libby, McNeill & Libby	903			

Brennan Packing Co., 6,600 hogs; Miller & Hart, 3,900 hogs; Independent Packing Co., 2,200 hogs; Boyd, Lunham & Co., 3,000 hogs; Western Packing & Provision Co., 9,000 hogs; Roberts & Onke, 4,800 hogs; others, 26,100 hogs.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,924	3,141	3,079	3,186
Cudahy Pkg. Co.	4,118	1,407	2,068	4,513
Fowler Pkg. Co.	650			
Morris & Co.	3,111	1,951	3,248	
Swift & Co.	4,653	2,937	5,801	4,736
Wilson & Co.	4,920	1,977	3,066	4,002
Local Butchers	706	261	2,862	56

Total 22,142 11,322 19,427 19,741

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	4,187	12,498	8,879	
Cudahy Pkg. Co.	4,712	11,993	9,631	
Dold Pkg. Co.	1,454	5,558		
Morris & Co.	1,871	4,007	4,091	
Swift & Co.	5,087	9,292	10,945	
Eagle Pkg. Co.	14			
M. Glassburg	8			
Glaser Prov. Co.	25			
Hoffman Bros.	76			
Mayerowich & Vail	54			
Omaha Pkg. Co.	44			
J. Rife Pkg. Co.	15			
J. Roth & Sons	52			
South Omaha Pkg. Co.	105			
Lincoln Pkg. Co.	304			
Morrell Pkg. Co.	43			
Nagle Pkg. Co.				
Sinclair Pkg. Co.	208			
Wilson & Co.	77			
Kennett-Murray Co.		4,650		
J. W. Murphy		5,222		
Others		15,039		

Total 18,396 68,259 34,446

ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,329	437	3,477	4,171
Swift & Co.	5,775	2,420	5,281	6,855
Morris & Co.	2,580	866	3,382	2,595
East Side Pkg. Co.	1,885	52	2,670	
Others	3,294	1,263	11,747	2,308

Total 16,872 5,098 26,557 15,929

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,138	1,059	8,946	11,019
Armour & Co.	2,632	502	6,065	3,159
Morris & Co.	1,347	544	2,628	1,748
Others	2,448	325	7,425	2,182

Total 9,565 2,430 25,364 18,078

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,540	212	3,347	1,436
Armour & Co.	2,377	263	8,606	1,299
Swift & Co.	1,885	279	4,741	1,218
Sacker Pkg. Co.	9			596
Smith Bros. Pkg. Co.	33	7	51	
Local Butchers	113	17		
Order buyers and packer shipments	1,644	39	15,381	

Total 8,521 817 38,125 4,849

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,130	2,884	7,031	2,615
Cudahy Pkg. Co.	498	858		
Hertz Bros.	147	40		
Swift & Co.	4,458	4,317	10,763	3,043
United Pkg. Co.	1,292	246		
Others	381	60	3,891	

Total 9,906 8,405 21,985 6,558

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	2,060	807	1,242	88
Wilson & Co.	2,503	698	1,752	3
Butchers	64		391	

Total 4,617 1,505 3,386 91

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,585	1,748	4,309	883
U. D. B. Co., New York	52			
R. Gunz & Co.	270	44	65	44
Armour & Co., Milw.	559	922		
Armour & Co., Chicago	224			
N. Y. B. D. M. Co.	17			
Butchers	287	355	21	281
Others	237	33	4	88

Total 3,211 3,102 4,399 1,301

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,207	903	3,095	810
Dold Pkg. Co.	331	79	2,156	
W. D. Beef Co.	18			
Dunn-Osterling	103			
Keefe-LeSturgeon	74			

Total 1,823 982 5,251 810

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern Buyers	1,458	2,512	19,463	5,350
Kingman & Co.	1,207	759	9,715	883
Indianapolis Abat. Co.	1,218	271	123	106
Armour & Co.	516	9	3,810	31
Bell Pkg. Co.	16		401	
Brown Bros.	67	36		10
Hilgelmier Bros.			316	
Schussler Pkg. Co.	13		323	
Riverview Pkg. Co.	9	6	220	
Meier Pkg. Co.	83	7	319	
Indiana Prov. Co.	33	1	317	46
Art Wabnitz	8	40		12
Maas-Hartman & Co.	23	12		6
Steinmetz Pkg. Co.		42		12
Hoosier Abt. Co.	31			
Misc.	535	47	143	676

Total 5,217 3,741 35,150 7,141

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	109	47	76	
San Gall & Son		24		349
J. Hilberg & Son	101			60
Ideal Pkg. Co.	20	13	616	
Gus Juengling	111	113		77
E. Kahn's Sons	817	201	3,078	349
Kroger Groc. & Bak. Co.	228	110	2,348	
Lohrey Pkg. Co.	3		206	
E. H. Meyer Pkg. Co.	40		2,375	
Wm. G. Rehn's Sons	101	54		
A. Sander Pkg. Co.	10		1,447	
J. Schlachter's Sons	169	183		147
J. & F. Schroth Pkg. Co.	16		2,738	
J. Vogel & Son	9	7	579	

Total 1,734 756 13,523 982

RECAPITULATION.

Recapitulation of packers' purchases by markets for the week ending Aug. 20, with comparisons:

CATTLE.

	Week ending Aug. 20.	Prev. week.	Cor. week, 1926.
Chicago	29,798	27,477	33,329
Kansas City	22,142	22,455	23,143
Omaha	18,396	19,468	22,188
St. Louis	16,872	14,298	37,703
St. Joseph	9,565	10,696	8,767
Sioux City	8,521	8,017	9,817
Oklahoma City	4,617	4,524	3,082
Indianapolis	5,217	3,249	5,595
Cincinnati	1,734	2,123	1,848
Milwaukee	3,211	3,058	2,011
Wichita	1,823	3,063	1,724
Denver			
St. Paul	9,906	10,639	11,186

Total 131,802 128,947 160,343

HOGS.

	Week ending Aug. 20.	Prev. week.	Cor. week, 1926.
Chicago	101,000	103,900	96,900
Kansas City	19,427	19,825	23,973
Omaha	18,396	19,468	22,188
St. Louis	16,872	14,298	37,703
St. Joseph	9,565	10,696	8,767
Sioux City	8,521	8,017	9,817
Oklahoma City	4,617	4,524	3,082
Indianapolis	5,217	3,249	5,595
Cincinnati	1,734	2,123	1,848
Milwaukee	3,211	3,058	2,011
Wichita	1,823	3,063	1,724
Denver			
St. Paul	9,906	10,639	11,186

Total 362,306 356,613 415,120

SHEEP.

	Week ending Aug. 20.	Prev. week.	Cor. week, 1926.
Chicago	55,190	60,155	47,192
Kansas City	19,741	20,759	17,961
Omaha	18,396	19,468	22,188
St. Louis	16,872	14,298	37,703
St. Joseph	9,565	10,696	8,767
Sioux City	8,521	8,017	9,817
Oklahoma City	4,617	4,524	3,082
Indianapolis	5,217	3,249	5,595
Cincinnati	1,734	2,123	1,848
Milwaukee	3,211	3,058	2,011
Wichita	1,823	3,063	1,724
Denver			
St. Paul	9,906	10,639	11,186

Total 185,114 171,447 155,088

BUFFALO LIVESTOCK IN JULY.

Receipts and distribution of livestock at Buffalo, N. Y., during July, 1927, are officially reported as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Receipts	22,555	25,052	87,231	54,179
Shipments	12,939	15,627	47,039	49,071
Local slaughter	9,701	9,625	39,292	5,108

The July, 1927, receipts and distribution of livestock at Buffalo were first published on page 45 of the Aug. 13 issue of THE NATIONAL PROVISIONER. The above are corrected figures made public recently.

How hot should the water be in the hog scalding vat? Ask "The Packer's Encyclopedia," the "blue book" of the industry.

HIDE AND SKIN MARKETS

Chicago.

PACKER HIDES—Following the recent liberal clearance at lower prices, the packer hide market rebounded sharply during the week, with advances of 1@1½c in most descriptions moving. Some tanners who have held off buying appear to be short of stocks, and they find offerings are now light.

Around 130,000 or more hides moved during the week, mostly August kill. About half of these moved at the top figures, and more could be moved around these levels.

Spread native steers are quoted nominally around 22½@23c, with none available. Last trading in heavy native steers was at 21½c for 10,000, with earlier trading at 20½c. Sales of 5,000 extreme native steers were made at 21c, and more are wanted at this figure.

Butt branded steers sold last at 20c for 4,000, with earlier sales at 19½c and 19c. Last trading in Colorados was at 19½c for 2,000, and around 6,000 were sold earlier at 19c and same number at 18½c. Heavy Texas steers sold at 19½c, and some under-cover trading hinted at 20c. Earlier sales were at 19c. Light Texas steers sold at 19c, and extreme light Texas with branded cows also at 19c.

Bids of 20½c were declined for heavy native cows. Some asking 21c for these, while one killer reports a bid of 21c but he is not offering. Around 5,000 light native cows sold at 21c, and the same number moved earlier at 20½c. About 20,000 branded cows brought 19c.

Native bulls sold last at 15½c; branded are quoted nominally at 14@14½c.

There was active trading on the Pacific Coast and a total of around 20,000 July hides moved at 18c flat for steers and cows.

SMALL PACKER HIDES—The market inactive locally, being well cleaned up to Sept. 1. Most killers previously obtained 20c for August all-weight native steers and cows, and 18c for branded, and the same figures were realized by some outside packers. The market is nominally higher, based on advance of 1@1½c in the big packer market, and some local small packers are offering September kill at 22c for all-weight natives and 20c for branded. These asking prices are a little over quotations ruling in the big packer market. Small packer regular slunks sold last at \$1.15; hairless, 55c.

COUNTRY HIDES—Country hides are stronger, although trading has slowed up since the advance in packer hides, and quotations are mostly nominal. Good all-weights can be sold readily at 18c, selected, delivered. Holders are asking 18½c. Heavy cows and steers are quoted at 16½@17c; buff weights, 18@18½c. Good 25/45 lb. extremes are generally quoted around 21@21½c, and ordinary 25/50 lb. weights at 20c. Bulls, 13@13½c, selected, asked. All-weight western branded are quoted around 15½@16c, Chicago freight.

CALFSKINS—The market is inactive but firmer in sympathy with the packer hide market. Packer calfskins sold last at 23c for July take-off, and are quoted nominally on this basis.

First salted Chicago city calfskins sold last at 20c, which figure was since declined. Sellers are now asking 21c. Resalted skins are slow and priced at 16@19c, selected. Mixed cities and countries are quoted around 18@18½c, nominally.

KIPSKINS—The market is quiet but firmer. Packer kips sold last at 22c for July natives, 21c for over-weights, and 20c for branded.

First salted Chicago city kips could be sold at 20c, with sellers asking up to 21c. Resalted kips are priced at 18@19c, selected. Mixed cities and countries are around 18@18½c, nominally.

Packer regular slunks sold last at \$1.30. Hairless sold at 70c for 16 in. and over and 35c for under 16 in.

HORSEHIDES—The market is firm, with sales of good renderers, with full heads and shanks, at \$6.50. Ordinary mixed lots are quoted at \$5.75@6.00, according to description.

SHEEPSKINS—Dry pelts are quoted around 24@26c per lb., according to section. Packer shearings are steady, one car having moved during the week at \$1.15. The season is about over. Pickled skins are firm and are selling at \$9.50 per doz., flat, Chicago, for big packer straight run of lambs. Some are holding at \$9.75. The New York market is quoted at \$9.75 @10.00. Up to \$10.50 was paid there recently for domestic lambs, but it is understood they were a special selection. Packer wool lambs are quoted at \$2.45 per cwt. live lamb at Chicago, and \$2.65 is talked for next week. The last sales at New York were at \$2.65.

PIGSKINS—The market firm on No. 1 pigskin strips, one car having sold at 7½c, and two more cars at 8c, all f.o.b. Chicago. Gelatine stocks are inactive at this season. The market is nominally 4@4½c, with bids of 3½c in the market.

New York.

PACKER HIDES—The city packer hide market is very strong. All August stocks, including local and Philadelphia packers, were cleaned up during the week, a total of around 25,000 hides being moved. A sharp advance of a full cent was obtained, the last trading being at 21c for natives, 19½c for butts and 19c for Colorados. Earlier trading was at ½c less, and the first sales of the week at 1c less. Last trading in spread natives is understood to have been around 22½c, bulls, 16c. The market appears to be strong.

COUNTRY HIDES—The country hide market shows a stronger undertone. Following the advance in packer hides, dealers are very firm in their views but there is little actual trading. Extremes, 25/45 lb., are quoted around 21c; 25/50 lb., 20c; buffs, generally around 18@18½c. City all-weights are offered at 19c.

CALFSKINS—The market is fairly active. A few cars of calfskins sold at \$1.85 for 5-7's, and \$2.25 for 7-9's. Some quiet trading is understood to have been done earlier at \$3.25 for 9-12's; \$3.70 for 12-17 lb. veals, and \$4.75 for 17-lb. and up. There is some further interest at these figures.

CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Aug. 20, 1927, 2,760,000 lbs.; previous week, 3,910,000 lbs.; same week, 1926, 3,319,000 lbs.; from Jan. 1 to Aug. 20, 146,754,000 lbs.; same period, 1926, 110,417,000 lbs.

Shipments of hides from Chicago for the week ending Aug. 20, 1927, 3,906,000 lbs.; previous week, 4,275,000 lbs.; same week, 1926, 4,475,000 lbs.; from Jan. 1 to Aug. 20, 168,058,000 lbs.; same period, 1926, 168,832,000 lbs.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Aug. 27, 1927, with comparisons, are reported as follows:

PACKER HIDES.

	Week ending Aug. 27, '27.	Week ending Aug. 20, '27.	Cor. week, 1926.
Spread native steers	22½@23n	22	@23½
Heavy native steers	@21½	@20	@15
Heavy Texas steers	10½@20	@18½	@14
Heavy butt branded steers	@20	@18½	@14
Heavy Colorado steers	@19½	@18	@13½ax
Ex-light Texas steers	@19	@18	@13½
Branded cows	@19	@18	13b@13½ax
Heavy native cows	20½@21b	@19½	14½b@14½ax
Light native cows	@21	@20	@44
Native bulls	15½@16n	@15½	@10
Branded bulls	14@14½n	14	@14½
Calfskins	@23n	@23	19b@20½ax
Kips	@22n	@22	@19
Kips, overwt.	@21n	@21	@16½
Kips, branded	@20n	@20	@15
Slunks, regular	@1.30n	@1.30	@90
Slunks, hairless	@70n	@60	55 @90

Light, Native, Butts, Colorado and Texas steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.

	Week ending Aug. 27, '27.	Week ending Aug. 20, '27.	Cor. week, 1926.
Natives, all weights	@22ax	@20	@14
Branded hds.	@20ax	@18	@13
Bulls, native	@15½n	@15	@10
Branded bulls	@14n	@13	@8
Calfskins	20b@21ax	@20	17½@18½
Kips	@21n	20	@21
Slunks, regular	@1.15	1.00@1.10	70 @90ax
Slunks, hairless	@55	50 @60	25 @30n

COUNTRY HIDES.

	Week ending Aug. 27, '27.	Week ending Aug. 20, '27.	Cor. week, 1926.
Heavy steers	16½@17	@17	10@10½ax
Heavy cows	16½@17	@17	9 @9½
Butts	@18½	17½@18	10½@11
Extremes	20 @21½ax	20 @20½	12½@14
Bulls	13 @13½ax	@13	7½@8ax
Calfskins	17½@18n	@18	14 @14½
Kips	17½@18n	@17	13 @13½
Light calf	1.00@1.10	@1.10	90 @95
Deacons	1.00@1.10	@1.15	90 @95
Slunks, regular	@.75	@.75	60 @65
Slunks, hairless	@.15	@.15	15 @25
Horsehides	5.75@6.50	6.50@6.75	4.00@5.00
Hogskins	@.65	@.70	30 @35

SHEEPSKINS.

	Week ending Aug. 27, '27.	Week ending Aug. 20, '27.	Cor. week, 1926.
Packer lambs	@2.00	@2.00	@2.45
Pks. shearings	@1.15	@1.15	@1.47½
Dry pelts	24 @26	25 @25½	22 @25

CANADIAN BEEF EXPORTS.

Inspected slaughter and exports of beef from Canada for the first six months of 1927 were heavier than in the first half of 1926, with exports to the United States accounting for more than the indicated increase, according to official statistics.

Total beef exports for the period reached 16,389,000 pounds, an increase of about 45 per cent, compared with the same period last year. Exports to the United States, however, increased 129 per cent, to over 13,000,000 pounds. Great Britain is credited with a reduction of about 66 per cent.

Exports of live cattle were approximately the same as last year, while calves showed an increase of 9 per cent.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to August 26, 1927, show exports from that country were as follows: To England, 98,752 quarters; to the Continent, 103,396 quarters; others, none.

Exports for the previous week were as follows: To England, 195,469 quarters; to the Continent, 59,877 quarters; others, none.

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ICE AND REFRIGERATION

ICE NOTES.

The Juneau Cold Storage Co., Juneau, Alaska, will erect a cold storage plant to cost, with machinery, \$130,000.

The Crystal Ice & Cold Storage Co., Phoenix, Ariz., has purchased the plant of the Glendale Ice Co.

The Diamond Ice Co. has plans for the construction of a cold storage warehouse and ice plant at Mesa, Ariz.

The Southwest Power Co., Harrison, Ark., is doubling the capacity of its ice plant and cold storage warehouse.

Maggio Bros., El Centro, Calif., have plans for a cold storage and refrigerating plant to cost \$40,000 with equipment.

The Central California Ice Co., Fresno, Calif., is planning the erection of a cold storage plant on Marion street.

The Homer Ice & Cold Storage Co., Le-moore, Calif., has been incorporated by

Louis Decker, Cecil Friend and Grace L. Friend.

The Fresno-Madera Ice Co., Fresno, Calif., will erect the first unit of a \$45,000 cold storage warehouse in the near future.

S. A. Bond will erect a cold storage warehouse at Orosi, Calif.

The Venice Ice Co., Venice, Calif., has plans for the erection of a cold storage warehouse.

The Lakeland Cold Storage Co., Lake-land, Fla., has been incorporated with a capital stock of \$50,000 by J. C. Swindell and Walter R. Williams.

The city commission of Leesburg, Fla., has authorized extensions and improve-ments in the municipal ice and cold stor-age warehouse, including the installation of additional equipment. The cost will be about \$50,000.

J. M. Meffert will erect a cold storage plant in Ocala, Fla.

The Florida Power & Light Co., is planning the erection of a cold storage plant in Pensacola, Fla.

The Sarasota Cold Storage & Commis-sion Co., Sarasota, Fla., has been organ-ized by Bert C. Cohn and C. Roy Kindt. A general cold storage and commission business will be done.

The Jackson Ice & Cold Storage Co., Jonesboro, La., has been incorporated with a capital stock of \$50,000. The in-corporators are O. E. Hoedge, W. R. Guess and J. S. Hunt.

The C. Hoffberger Co., Baltimore, Md., is having plans prepared for a cold stor-age and refrigerating plant containing about 75,000 square feet of floor area.

The Grand Trunk Terminal & Cold Storage Co., Detroit, Mich., is planning to erect a 9-story cold storage warehouse to cost, with equipment, about \$4,500,000.

The Goyer Co., Cleveland, Miss., will erect a cold storage plant.

Thos. J. Locke, Columbus, Miss., has plans for a cold storage warehouse and refrigerating plant to cost about \$35,000.

The Utica Ice & Cold Storage Co., Utica, Miss., will erect a cold storage warehouse.

The Empire Storage & Ice Co., Kansas City, Mo., is finishing extensive improve-ments to its plant, including the installa-tion of new equipment.

The cold storage plant of the West Plains Produce Co., West Plains, Mo., was placed in operation recently.

The Omaha Cold Storage Co., Omaha, Neb., has leased property at 8th and Far-num streets which will be remodeled and improved for a cold storage warehouse.

The Jersey City Cold Storage Co., Jer-sey City, N. J., has been incorporated with a capital stock of \$225,000. The incorpora-tors are A. T. Rogers, David J. Donahue and Clarence J. Lamb.

The Medford Precooling and Cold Stor-age Co., Medford, Ore., has been pur-chased by the E. W. J. Hearty Co., New York City.



This prominent Southern Textile mill used 300,000 feet of MUNDET JOINTITE CORK BOARD. It was placed on the saw tooth roof shown in the foreground. All names on request. Industries are learning that it pays and PAYS BIG to properly insulate the roof.

This is NOT A PACKING PLANT

But every packing plant owner and official will doubtless be interested to know that textile mills use tremendous quantities of pure baked cork board.

"For ice making?" some have asked.

No. All authorities agree that there is no insulating material equal to pure baked cork for ice tanks, cold storage houses, refrigerators, cold pipe lines, etc. But textile mills use very little cork for such purposes. What they do is this: They INSULATE THEIR ROOFS with cork. There is no insulation for that purpose that is even a close approach to pure baked cork.

As a reader of THE NATIONAL PROVISIONER you probably are more interested in



for refrigerating purposes. If so, our Practical Refrigerating engineers, covering the entire United States and Canada, will gladly go into full detail with you and make recommendations.

Finally, Mundet's contract department will install the cork for you. We are equipped to do it RIGHT.

L. Mundet & Son, Inc.

461 Eighth Avenue

Established 1865

NEW YORK CITY

Also Manufacturers of Jointite Pure Cork Pipe Covering for ALL Cold Lines

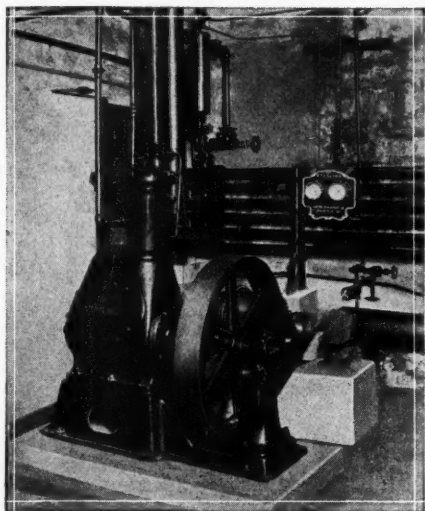
CARE OF COMPRESSORS.

The ammonia compressor should have a thorough inspection once each day when it is in operation. Examine the bearings to see that they are getting the proper amount of oil and that the ring or chain oiler is turning with the shaft. Notice if the oil is at the proper height in the crankcase; that there is no odor of ammonia in the compressor water jacket after standing over night and that there is no knock or pounding in the cylinder.

The machine should, in addition to the regular daily inspection, be gone over at regular intervals of 30 minutes for the first two hours after starting, and all bearings accessible to the touch should be felt to see that they are not heating. Also, watch carefully the pressures, temperatures, water supply and power. For the rest of the day an inspection should be made each hour.

When the crank bearings wear to such an extent that it is necessary to take up lost motion, first close the suction valve on the compressor and let the machine run until all the ammonia is out of the crankcase. Then draw out the oil and remove the bearing bolts. Do not lose the shims which separate the boxes and keep them from binding against the crankshaft. Remove one thin shim from each bolt, so as to bring the boxes about one-thou-sandth of an inch closer together. If one

30 YEARS OF SPECIALIZED REFRIGERATION MANUFACTURING



The illustration above shows a STERLING installation. Notice particularly its simplicity and its sturdiness. This installation will operate for years.



PARTICULARLY ADAPTED for Packinghouses, Markets, Etc.

STERLING refrigerating equipment is particularly adapted for packing houses, sausage factories, markets—and other places where the protection of perishables is necessary. The steady, uniform, dry cold produced only by mechanical refrigeration is acknowledged the best, and the reduced cost over that of ice is very welcome as an additional profit.

Send for Catalog

UNITED IRON WORKS, INC.
SPRINGFIELD, MO.

General Office: Kansas City, Mo.

"STERLING" MECHANICAL REFRIGERATION

is too much, add shims made from thin paper, then draw the bolts firm and insert the cotter pin.

Occasionally, a compressor valve will stick, owing to oil gumming on the valve, or to rust caused by moisture getting into compressors while pumping air pressure. In such cases it will be necessary to remove the valves, clean them, oil with ammonia oil, see that they do not stick or bind and put them back in the compressor. Be careful that locknuts, capscrews and bolts are securely tightened and that the suction valve works freely after it is fastened into place.

HAM CAMPAIGN RESULTS.

(Continued from page 20.)

ST. PAUL.

Editor THE NATIONAL PROVISIONER:

It is difficult to summarize the value of the ham campaign. More hams are in the market on sale than at any time in several years.

Consuming public is aroused and interested, and would buy with a little more education. Markets are not pushing hams at all, or results would be wonderful.

MYRON McMILLAN.

MINNEAPOLIS.

Editor THE NATIONAL PROVISIONER:

Consensus of opinion is that results of ham campaign are very satisfactory from the tonnage standpoint. National advertising was very helpful in creating consumer interest. Look for lasting good results in future.

F. W. HOFFMAN.

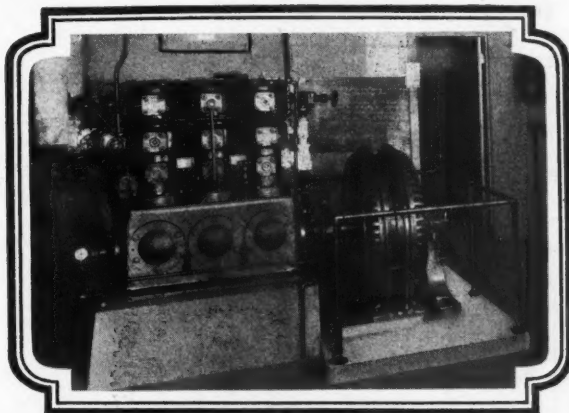
OMAHA.

Editor THE NATIONAL PROVISIONER:

Estimate of consumption of hams in this territory during the campaign is approxi-



*Send for
Complete
Catalogue*



Here's HOWE! to Lower Refrigeration Costs

MULTIPLE Effect Compressors. Internal Force Feed Lubrication.
Constant high volumetric efficiency. Sturdy rigid construction.

These are a few reasons why the packing industry finds increased efficiency in HOWE Refrigerating Machines. Made in all capacities suitable for large packers and retail butchers.

HOWE ICE MACHINE CO.

2825 Montrose Ave.

CHICAGO

HOWE Dependable Refrigeration

mately double the same period last year. Advertising results will reflect in future demand. Very fair cooperation from dealers. Consider campaign quite satisfactory.

WM. DIESING.

Will Help Future Business.
DALLAS, TEXAS.

Editor THE NATIONAL PROVISIONER:

Participants in the ham campaign here report very favorably upon results obtained. Average increase in volume forty per cent. **Should stimulate future business on hams, due to the education received by retailer and consumer.**

E. L. FLIPPEN.

BUFFALO.

Editor THE NATIONAL PROVISIONER:

Ham campaign results were very satisfactory. **Sales increased fifty per cent during latter half of campaign, and we are doing better now. Have confidence of**

the trade, and the housewife is more interested in meats.

JAMES G. COWNIE.

ATLANTA, GA.

Editor THE NATIONAL PROVISIONER:

Do not consider the campaign a success, although it did interest the large dealers, who obtained an increase in ham volume. Smaller merchants did not cooperate. We believe the industry benefited.

WHITE PROVISION CO.

LOS ANGELES.

Editor THE NATIONAL PROVISIONER:

Ham and bacon sales increased about thirty-five per cent, and interest in the two items was greatly stimulated as a result of the ham and bacon campaign.

T. P. BRESLIN.

Retailers Helped Here.

JERSEY CITY.

Editor THE NATIONAL PROVISIONER:

Majority of butchers featured half hams in shops and chain stores. They had cuts in New Jersey newspaper ads. Would say that all butchers gave ham one hundred per cent support, but business in general was a little slow, and the hams suffered their share.

A. D. SULLIVAN.

SAN FRANCISCO.

Editor THE NATIONAL PROVISIONER:

Ham advertising campaign contributed greatly to our increased sales in sections covered, and we feel that a stimulated consumer demand for ham and bacon will result for some time. Peculiarity of San Francisco cool summer climate is responsible for good demand for fresh meats throughout the year.

We had wonderful support from all packers and their selling organizations.

C. J. HOOPER.

NASHVILLE.

Editor THE NATIONAL PROVISIONER:

Results of the ham campaign were fairly satisfactory. Volume was a little disappointing, although we may see more benefits later on.

HENRY NEUHOFF.

Some Reports Not So Good.

Reports from certain localities, such as Wilmington, Del., Rochester, N. Y., etc., were that the campaign was not a success, due to price-cutting tactics of outside packers, and lack of cooperation from retailers. In both the cities mentioned there was first-class sales effort put forth by local packers, but the resistance due to conditions stated appeared to be too great to overcome.

NEW CELLOPHANE PRICES.

A new scale of lower prices on Cellophane is announced by the Du Pont Cellophane Company, Inc., 40 West 40th street, New York City, effective August 15. This latest price reduction amounts to approximately 15 per cent, and brings the cost of Cellophane to a figure considerably lower than when manufacture commenced in this country four years ago.

Officials of the company, in commenting on the change, point out that the rapidly increasing use of Cellophane in new fields has permitted many production economies. Today this transparent wrapping material is used on hundreds of varied articles in meat, candy, baked goods, drug, toilet articles, soap, textile, notion and other fields.

We Manufacture and Install

Reliable
TRADE MARK

Corkboard

LUSE-STEVENSON CO.

Main Office

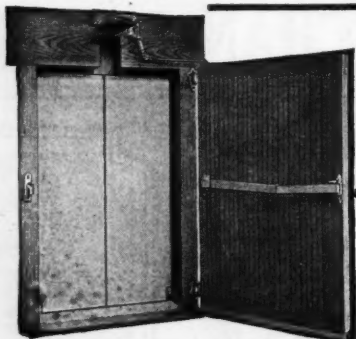
307 N. Michigan Ave., Chicago

BRANCHES

New York—1457 Broadway
Philadelphia—2415 Chestnut St.
Minneapolis—329 Meyers Arcade
Boston—224 State St.
Los Angeles—320 So. San Pedro St.



Write for F.O.B. prices



It Can't Forget to Close Itself
STEVENSON'S
"Door That Cannot Stand Open"

Its flapper doors always closed unless filled with passing goods or man. No outrush of dry cold air, no inrush of warm moist air.

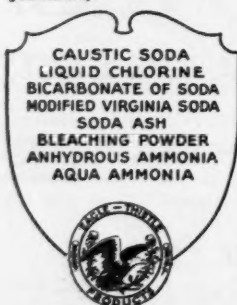
Bulletin No. 48, FREE, shows how it saves its cost in a single month.

Stevenson Cold Storage Door Co.

1511 West Fourth St. Chester, Penna.

MATHIESON
AMMONIA

is made by a Mathieson process, in a Mathieson plant, and sold under the Mathieson "Eagle-Thistle" trade mark. It is backed by the same resources that have built the Mathieson reputation for uniform dependability.



The MATHIESON ALKALI WORKS Inc.
250 PARK AVE. NEW YORK CITY
PHILADELPHIA CHICAGO PROVIDENCE CHARLOTTE CINCINNATI
Palo Alto, N.Y. - Seattle, Va.

A. C. Wicke Mfg. Co.
Cold Storage Installations

of Every Description

Special attention given to cork and cement refrigerators
Reliable Butcher Fixtures and Supplies

NEW YORK CITY

Salesrooms:
425-435 E. 102nd St.

Main Office and Factory:
406 East 102nd St.
Phone Atwater 0880 for all Branches

Bronx Branch:
739 Brook Ave.

CRESCENT (100% PURE) CORKBOARD

(Made in U. S. A.)

and "UNITED'S SERVICE"

provide permanent and economical Cold Storage Rooms
UNITED CORK COMPANIES

LYNDHURST, N. J.

Cold Storage Insulation

All Kinds of Refrigerator Construction

Glenwood Avenue
West 22nd St.

JOHN R. LIVEZEY

PHILADELPHIA, PA.

doubting Thomases!

*If you want PROOF of
all we say about
Jamison Doors
here it is, right to the letter..*

Read this

Maybe you've never used a Jamison Cooler or Freezer Door. Maybe you've never seen one. Maybe you've wondered how all the winning points we claim for them can be true.

But there's no "maybe" about letters like this—and we receive scores more like it constantly. These letters prove that Jamison Doors are better—not because we say that they are, but because we *make* them that way. They prove that Jamison Hardware is the heaviest, strongest, finest obtainable—not because we claim it is, but because it has established its fitness *on the job*.

They prove that Jamison Doors are giving maximum service at minimum expense to thousands of plant owners—not just because we *say* that they are, but because they *are*!

Solid, cold-tight, braced construction. . . . Adjustable spring hinges that keep the seal of the door "at par"—and the *only* spring hinges in which *none* of the weight of the door falls on the spring. . . . A bounce-proof, self-tightening fastener; the harder you slam it the tighter it grips. . . . Double seals of contact, between the door and frame.

These are distinctive Jamison features. No other door combines them. That is why *more than half* of the world's Cold Storage Door owners use—*Jamisons*.



Sioux City, Iowa

December 18, 1926

Mr. J. V. Jamison, Jr. President,
Jamison Cold Storage Door Company,
Hagerstown, Maryland.

Dear Sir:—

We were using refrigerator doors made by another manufacturer exclusively up to the time that we bought our first door from you. We found your product so much better constructed, the hardware so much more durable at so little difference in price, that we have always bought any doors we need from you ever since our first purchase.

Both your freezer and cooler doors fit the frames perfectly and operate very easily. We know from long experience, that you never sacrifice quality or service for a competitive price.

Yours very truly,

HANFORD PRODUCE COMPANY.

Ashford
Vice President.

ASH-EM-L



If you haven't a copy of our catalog, write for it now. It brings you complete information on Jamison Cooler and Freezer Doors, Refrigerator Fronts . . . and those time-savers, ice-savers and money-savers — Noequal Automatic Ice Chutes.



Jamison Doors

JAMISON COLD STORAGE DOOR CO.

Hagerstown, Maryland, U. S. A.

Chicago Section

Ewald Bartell, of L. Bartell, Inc., New York City, was in Chicago this week.

Wilbur H. Turner, of the Heekin Can Co., Cincinnati, O., was in the city this week.

A. L. Murphy, manager of the Swift refinery at Atlanta, Ga., was a visitor to Chicago this week.

John W. Hall returned this week from another fishing trip. Fish were few, but fresh air and sunshine plentiful.

Jay E. Decker, president of Jacob E. Decker & Sons Co., Mason City, Ia., was a Chicago visitor the early part of the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 37,585 cattle, 12,961 calves, 75,364 hogs, and 64,340 sheep.

W. F. Price, vice-president and general manager of the Jacob Dold Packing Co., with headquarters at Buffalo, N. Y., was a visitor in Chicago during the latter part of last week.

Walter B. Hulme, Chicago broker, left by motor the latter part of the week to spend the week-end with his family, who are vacationing at the Dells of the Wisconsin River.

A. A. Davidson, head of the Davidson Commission Company, has enjoyed his vacation on the job at headquarters while the remainder of the staff took their outings. Asa never did like loafing.

Prices realized on Swift & Company's sales of carcass beef in Chicago for the

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
SPECIALTIES, Packing Plants, Cold Storage,
Manufacturing Plants, Power Instal-
lations, Investigations
1134 Marquette Bldg. CHICAGO

H. P. Henschien R. J. McLaren
HENSCHEN & McLAREN
Architects
1637 Prairie Ave. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION

Fred J. Anders Chas. H. Reimers
ANDERS & REIMERS
ARCHITECTS
ENGINEERS
314 Erie Bldg. Packing House
Cleveland, O. Specialists

M. P. BURT & COMPANY
Engineers & Architects
Packinghouse and Cold Storage Designing—Con-
sultation on Power and Operating Costs, Drying,
etc. You profit by our 26 years' experience.
Lower construction cost. Higher efficiency.
206-7 Falls Bldg., MEMPHIS, TENN.

Chas. F. Kamrath H. C. Christensen
KAMRATH & CHRISTENSEN
Architectural Engineering
Specializing in
Packing Plants, Cold Storage, Car Icing
111 W. Jackson Blvd. Chicago, Ill.

Packers' Convention Number

Every year the entire industry watches for the annual Packers' Convention Number of THE NATIONAL PROVISIONER, reporting the annual meeting of the Institute of American Meat Packers and its attendant features.

This big Convention Number is a report, a picture gallery, and an industry year book all in one.

The convention dates this year are October 24-26. The place is Chicago and the headquarters are at the new Hotel Stevens.

The date of the Packers' Convention Number is October 29. You get your story "right off the griddle."

Orders for extra copies of this issue, and advertisements to appear in it, should be placed at once. Address THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

week ending August 20 on shipments sold out were as follows: Cows, common to good, 10.50@15.50c; steers, common to medium, 15@18c; steers, good to choice, 18@22c. The average was 16.52c a pound.

C. W. Sears, Jr., son and representative of C. Wilson-Sears, produce broker, London, England, was a visitor in Chicago this week in the course of an extended trip to points in Canada and the United States.

Hugo F. Arnold, president of Arnold Bros., Inc., Chicago, and his family, and George Lettie, in charge of the retail

stores of the company, and his family, are planning to leave next week on a motor trip through the East. They intend to visit Atlantic City, the Blue Ridge mountains and other points of interest.

Wm. G. Agar, of the Agar Packing Company, has returned from a fishing trip to Northern Wisconsin, where he spent about ten days. He found the fishing good, better than that for bellies in the Chicago market.

Fred T. Fuller, gentleman farmer of Iowa, favored his many packinghouse friends with a glimpse of his smiling countenance this week. Fred confirms the low condition of the corn crop in the Iowa territory and elsewhere.

L. Harry Freeman, vice-president of the old-time commission firm of Rumsey & Co., Chicago, has returned from an outing at his summer home on Nantucket Island, Mass., so full of "pep" that he has hard work to keep within the traffic rules.

Provisions shipments from Chicago for the week ending August 20, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week
	1926.	1926.	1926.
Cured meats, lbs.	18,008,000	18,012,000	19,699,000
Fresh meats, lbs.	33,348,000	31,823,000	33,995,000
Lard, lbs.	8,188,000	4,682,000	6,380,000

Friends of Charles Rohe, of Rohe & Brother, New York, and former president of the American Meat Packers' Association, are receiving cards from him from various European points. Lately Mr. Rohe has spent several weeks at Lucerne, Switzerland.

M. J. Mackin, popular young trader associated with E. G. James Brokerage Company, is the proud father of a baby girl. "Confirmation mailed Tuesday." It is rumored Mac will give a banquet to the entire staff of the company in honor of the new arrival. His many friends within the meat industry are cordially invited by Mr. Mackin's colleagues to attend the christening.

Packing House Products

Oldest Brokers in Our Line

Tallow Grease Provisions Oils Tankage Bones Cracklings Hog Hair

The Davidson Commission Co.

Carcass Beef—F. S. Lard—Green Pork
Boneless Beef—Ref. Lard—Cured Pork
Quick Reliable Service Guaranteed

Eight Phones Postal Telegraph Building
All Working CHICAGO, ILL.

L. V. Estes Incorporated

Industrial Engineers

Specializing in

Waste Elimination

and

Labor Cost Reduction

Without Red Tape

4753 Broadway

Chicago

C. W. RILEY, Jr.

BROKER

2109 Union Central Bldg., Cincinnati, O.
Provisions, Oils, Greases and Tallow
Offerings Solicited

George F. Pine Walter L. Munnecke
Pine & Munnecke Co.
Packing House and Cold Storage
Construction; Cork Insulation and
Overhead Track Work
516 Murphy Bldg. Detroit, Mich. 155 Congress Street

PACKERS ARCHITECTURAL & ENGINEERING CO.

WILLIAM H. KNEHANS, Chief Engineer

ABATTOIR PACKING AND COLD STORAGE PLANTS

Manhattan Building, Chicago, Ill.

Cable Address, Pacarco

TRIBUTE TO J. OGDEN ARMOUR.

At the recent meeting of the board of directors of Armour and Company the following was adopted:

Resolved, that the following memorial be made a part of the minutes of this meeting:

J. Ogden Armour, our honored chairman and beloved associate, died in London, England, on August 16. It is futile to attempt to express the fullness of our sorrow and grief at the loss of a warm and unostentatious friend and a distinguished citizen.

Outstanding among his attributes were tolerance, sympathy and a broad understanding of human frailty. Hundreds there are in the humble walks of life with tongues that are halt, but with hearts that are eloquent in praise of this benefactor whose modest reserve oftentimes kept him unnamed and unknown. Strong, self-reliant, loyal, he had unwavering faith in those he trusted, and his friendships were of a close and unusual character.

Among the pioneers in the present industrial era, he became a partner in Armour and Company in 1884 and was elected president in 1901 upon the death of his father, Philip D. Armour, founder of the company. From then on until he resigned the office of president to become chairman of the board of directors on January 2, 1923, he directed all of his energy to the development and expansion of the great business which was at once his work and his recreation.

An outstanding citizen has passed on; among all kinds and classes of men, high and low, his passing will be mourned. We, his associates, members of the board of directors, express our profound sorrow and extend our heartfelt sympathy to his family.

Resolved that these resolutions be spread upon the minutes of the board, and that a copy thereof suitably inscribed be sent to the family.

LIVESTOCK AND MEAT FACTS.

Statistics of the production and marketing of cattle and calves; of the slaughter, shipment, price, export and import of beef and veal; and of hides and skins, are included in Statistical Bul. No. 20 of the U. S. Department of Agriculture, recently issued.

This bulletin is a companion to Statistical Bul. No. 18, issued early in the current year, and devoted to data on hogs, pork and pork products. In each case the figures given are for the calendar year 1925 with comparisons for earlier years.

These two bulletins furnish valuable reference material for any packer interested in the statistics of the livestock and meat packing industries.

RETAIL LEADERS IN CHICAGO.

Emil Schwartz, Detroit, Mich., newly-elected president of the National Association of Retail Meat Dealers; W. Margerum, Philadelphia, Pa.; Michael Kelly, St. Louis, Mo.; I. W. Ringer, Seattle, Wash., newly-elected vice-president of the National Association of Retail Meat Dealers; George Kramer, president of New York State Association of Retail Meat Dealers; Jacob Herman, Milwaukee, Wis., and Wm. M. McGonigle, past president of the National Association of Retail Meat Dealers' Association were in Chicago this week.

ARMOUR REGULAR DIVIDEND.

The regular quarterly dividend of \$1.75 on the preferred stock was declared by the board of directors of Armour and Company on Aug. 19 for Armour and Company of Illinois, Armour and Company of Delaware and the North American Provision Co.

CARLSON MADE ARMOUR HEAD.

Henry C. Carlson was elected a vice-president of Armour and Company, in charge of the pork division, distribution and sales, at a meeting of directors of the company on August 19. This promotion comes almost exactly 35 years after Mr. Carlson entered the regular employ of the company as a \$4-a-week messenger, on September 1, 1892.

After eleven years of steady advancement in the Chicago plant, Mr. Carlson was transferred to East St. Louis at the time that plant was opened, in 1903. From 1909 to 1914 he was not only in charge of sales of fresh meat and provisions, but



HENRY C. CARLSON.

was assistant plant superintendent at that point as well.

From 1914 to 1921 he was at Armour's Sioux City plant as superintendent, and later, as general manager. In November, 1921, he was promoted to general manager at Kansas City—the most important Armour plant outside of Chicago—where he remained five years, until being transferred to Chicago in January of this year to manage the division of which he has now been made executive as well as acting head.

CHICAGO LIVESTOCK.

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 15.....	21,221	2,855	34,536	13,895
Tues., Aug. 16.....	13,167	2,574	24,995	11,530
Wed., Aug. 17.....	14,124	2,232	21,707	22,666
Thurs., Aug. 18.....	8,937	2,511	28,918	21,182
Fri., Aug. 19.....	1,681	1,221	18,970	6,531
Sat., Aug. 20.....	484	243	3,938	1,540
Total last week.....	39,614	11,436	132,764	77,444
Previous week.....	35,375	10,417	130,586	75,653
Year ago.....	64,184	11,834	117,722	78,445
Two years ago.....	53,186	12,376	99,271	78,856

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Aug. 15.....	5,715	172	10,335	1,500
Tues., Aug. 16.....	2,869	95	5,836	3,739
Wed., Aug. 17.....	4,314	24	3,623	3,607
Thurs., Aug. 18.....	3,387	48	6,981	4,438
Fri., Aug. 19.....	1,363	10	8,906	4,876
Sat., Aug. 20.....	291	1	1,359	1,350
Total last week.....	17,939	350	37,040	19,440
Previous week.....	16,152	425	36,486	12,006
Year ago.....	18,890	616	23,224	28,116
Two years ago.....	14,338	828	24,507	21,455

Receipts at Chicago Stock Yards thus far this year to Aug. 20, with comparative totals:

	1927.	1926.
Cattle.....	1,779,959	1,898,761
Calves.....	467,204	498,619
Hogs.....	4,945,292	4,534,009
Sheep.....	2,247,764	2,492,378

Combined weekly hog receipts at eleven markets for week ending Aug. 20, with comparisons:

Week ending Aug. 20.....	440,000
Previous week.....	451,000
1926.....	454,000
1925.....	392,000
1924.....	508,000
1923.....	542,000
1922.....	460,000

Combined receipts at seven markets for the week ending Aug. 20, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Aug. 20.....	202,000	381,000	224,000
Previous week.....	196,000	378,000	221,000
1926.....	241,000	373,000	247,000
1925.....	248,000	319,000	223,000
1924.....	245,000	465,000	276,000
1923.....	285,000	439,000	240,000
1922.....	274,000	355,000	190,000

Combined receipts at seven points for the year to Aug. 20, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	5,541,000	15,308,000	6,198,000
1926.....	6,400,000	14,747,000	6,399,000
1925.....	6,244,000	17,216,000	6,175,000
1924.....	6,240,000	20,800,000	6,167,000
1923.....	6,403,000	20,300,000	6,231,000
1922.....	6,045,000	15,152,000	5,965,000

*Previous to 1927 calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top average price for hogs, with comparisons:

	Average Number	Weight—lb.	Prices—Top.	Average.
*This week.....	132,300	257	\$11.10	\$ 9.00
Previous week.....	130,586	252	11.05	9.05
1926.....	117,722	277	14.10	11.65
1925.....	99,277	250	13.95	12.45
1924.....	142,234	245	10.25	9.20
1923.....	158,044	242	9.10	8.10
1922.....	127,166	258	9.75	8.10

Av. 1922-1926.....128,900 254 \$11.45 \$ 9.90

*Receipts and average weight for week ending Aug. 20, 1927, unofficial.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Aug. 20.....	\$11.85	\$ 9.00	\$ 6.05	\$14.25
Previous week.....	11.80	9.05	6.00	14.00
1926.....	9.20	11.65	6.00	13.95
1925.....	11.75	12.45	6.80	14.80
1924.....	9.75	9.20	6.50	13.90
1923.....	11.00	8.10	7.50	13.90
1922.....	9.50	8.10	6.75	12.80

Av. 1922-1926.....\$10.05 \$ 9.90 \$ 6.70 \$13.60

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Aug. 20.....	41,900	95,100	58,700
Previous week.....	40,223	94,100	63,647
1926.....	45,294	94,498	50,329
1925.....	38,848	74,770	57,401
1924.....	43,026	102,895	60,447

*Saturday, Aug. 20, estimated.

Chicago packers hog slaughters for the week ending Aug. 20, 1927:

Armour & Co.....	7,000
Anglo American.....	4,100
Swift & Co.....	8,800
Hammond & Co.....	2,800
Morris & Co.....	14,400
Wilson & Co.....	8,300
Boyd-Lunham.....	3,000
Western Packing Co.....	9,000
Roberts & Oake.....	4,800
Miller & Hart.....	3,900
Independent Packing Co.....	2,200
Brennan Packing Co.....	6,600
Agar Packing Co.....	4,000
Others.....	22,100

Total.....	101,000
Previous week.....	103,900
1926.....	96,900
1925.....	77,400
1924.....	113,700

(For Chicago livestock prices see page 36.)

QUALITY SERVICE

Sausage Meats, Beef
Cuts and Choice
Dried Beef

HARRY
MANASTER & BRO.

1018-1032 West 37th Street

U. S. Yards
CHICAGO, ILL.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday, Aug. 25, 1927.

Regular Hams.		Green	S. P.
8-10	18 1/4	18 1/4	19 1/4
10-12	17 1/2	17 1/2	18 1/2
12-14	16 1/2	16 1/2	17 1/2
14-16	16 1/4	16 1/4	17 1/4
16-18	16 1/4	16 1/4	17 1/4
18-20	15 3/4	15 3/4	16 3/4
20-22	15 1/2	15 1/2	16 1/2

S. P. Boiling Hams.		H. Run.	Select.
16-18	16 1/4	16 1/4	17
18-20	16 1/2	16 1/2	17
20-22	16	16	16 1/2

S. P. Skinned Hams.		(Boiling Age)	
16-18	16 1/4	16 1/4	17
18-20	16 1/2	16 1/2	17
20-22	16	16	16 1/2

Skinned Hams.		Green	S. P.
10-14	17 1/4	17 1/4	17 1/4
14-16	17 1/4	17 1/4	17 1/4
16-18	17	17	16 3/4
18-20	16 1/2	16 1/2	16 1/2
20-22	16	16	16
22-24	15 3/4	15 3/4	15 3/4
24-26	15 1/2	15 1/2	15 1/2
26-28	15 1/4	15 1/4	15 1/4
28-30	15 1/4	15 1/4	15 1/4
30-35	15 1/4	15 1/4	15 1/4

Picnics.		Green	S. P.
4-6	13 1/2	13 1/2	13 1/2
6-8	12 1/2	12 1/2	12 1/2
8-10	12 1/4	12 1/4	12 1/4
10-12	12 1/4	12 1/4	12 1/4
12-14	12 1/4	12 1/4	12 1/4

Bellies*.		Green	S. P.
6-8	22	22	22 1/2
8-10	20 1/2	20 1/2	21
10-12	20 1/4	20 1/4	20 1/4
12-14	19 1/4	19 1/4	19 1/4
14-16	18 1/4	18 1/4	18 1/4
16-20	17 1/4	17 1/4	17 1/4
20-25	16	16	16 1/2

D. S. Bellies*.		Clear	Rib
16-18	14 1/4	14 1/4	13 1/2
18-20	13 1/2	13 1/2	13 1/4
20-25	13 1/4	13 1/4	13 1/4
25-30	13 1/4	13 1/4	13 1/4
30-35	12 3/4	12 3/4	12 3/4
35-40	12 3/4	12 3/4	12 3/4
40-50	12 1/2	12 1/2	12 1/2

D. S. Fat Backs.			
8-10	10 3/4	10 3/4	10 3/4
10-12	10 3/4	10 3/4	10 3/4
12-14	11 1/4	11 1/4	11 1/4
14-16	12 1/4	12 1/4	12 1/4
16-18	12 1/2	12 1/2	12 1/2
18-20	12 1/2	12 1/2	12 1/2
20-25	13	13	13

D. S. Rough Ribs.			
40-50	12.50		
50-60	12.00		
60-70	11.75		
70-80	11.50		

Other D. S. Meats.			
Extra Short Clears	35-45	12	
Extra Short Ribs	35-45	12	
Regular Plates	6-8	9 1/2 @ 10	
Clear Plates	4-6	9 1/2 @ 10	
Jowl Butts		8 1/4	

What are the characteristics of neutral lard, and for what is it used? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, AUG. 20, 1927.

	Open.	High.	Low.	Close.
LARD—				
Aug.	12.40	12.52 1/2	12.42 1/2	12.47 1/2
Sept.	12.57 1/2	12.67 1/2	12.55	12.62 1/2
Oct.	13.00	13.07 1/2	13.00	13.05
CLEAR BELLIES—				
Sept.	13.32 1/2	13.42 1/2	13.32 1/2	13.42 1/2
Oct.	13.47 1/2	13.55	13.47 1/2	13.55
SHORT RIBS—				
Sept.	11.75	11.75	11.75	11.75
Oct.				11.90

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.52 1/2	12.55	12.52 1/2	12.52 1/2 ax
Oct.	12.67 1/2	12.70	12.67 1/2	12.67 1/2 ax
Nov.	12.77 1/2	12.77 1/2	12.75	12.75
Dec.				12.82 1/2 n
Jan.	13.15-20	13.20	13.15	13.17 1/2
May	13.52 1/2			13.52 1/2 ax
CLEAR BELLIES—				
Sept.	13.47 1/2	13.50	13.47 1/2	13.47 1/2 ax
Oct.	13.60	13.62 1/2	13.55	13.55
Nov.	13.67 1/2	13.67 1/2	13.65	13.60 ax
SHORT RIBS—				
Sept.				11.80 n
Oct.				11.82 1/2 b
Nov.				12.00 n
Dec.				12.75 n
Jan.				12.75 n
Mar.				12.75 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.60	12.70	12.60	12.67 1/2-70
Oct.	12.70-80	12.82 1/2	12.70	12.80 ax
Nov.	12.85	12.92 1/2	12.82 1/2	12.87 1/2 ax
Dec.				12.92 1/2 ax
Jan.	13.25-35	13.35	13.25	13.27 1/2 ax
May	13.70	13.70	13.57 1/2	13.57 1/2 ax
CLEAR BELLIES—				
Sept.	13.32 1/2	13.32 1/2	13.32 1/2	13.32 1/2
Oct.	13.45	13.45	13.45	13.45
Nov.				13.40 ax
Mar.				14.12 1/2 n
SHORT RIBS—				
Sept.	11.75	11.75	11.67 1/2	11.67 1/2
Oct.	11.80	11.80	11.80	11.80
Nov.				11.90 ax
Dec.				12.75 n
Jan.				12.75 n
Mar.				12.75 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.60	12.70	12.60	12.67 1/2-70
Oct.	12.70-80	12.82 1/2	12.70	12.80 ax
Nov.	12.85	12.92 1/2	12.82 1/2	12.87 1/2 ax
Dec.				12.92 1/2 ax
Jan.	13.25-35	13.35	13.25	13.27 1/2 ax
May	13.70	13.70	13.57 1/2	13.57 1/2 ax
CLEAR BELLIES—				
Sept.	13.32 1/2	13.32 1/2	13.32 1/2	13.32 1/2
Oct.	13.45	13.45	13.45	13.45
Nov.				13.40 ax
Mar.				14.12 1/2 n
SHORT RIBS—				
Sept.	11.75	11.75	11.67 1/2	11.67 1/2
Oct.	11.80	11.80	11.80	11.80
Nov.				11.90 ax
Dec.				12.75 n
Jan.				12.75 n
Mar.				12.75 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.60	12.70	12.60	12.67 1/2-70
Oct.	12.70-80	12.82 1/2	12.70	12.80 ax
Nov.	12.85	12.92 1/2	12.82 1/2	12.87 1/2 ax
Dec.				12.92 1/2 ax
Jan.	13.25-35	13.35	13.25	13.27 1/2 ax
May	13.70	13.70	13.57 1/2	13.57 1/2 ax
CLEAR BELLIES—				
Sept.	13.32 1/2	13.32 1/2	13.32 1/2	13.32 1/2
Oct.	13.45	13.45	13.45	13.45
Nov.				13.40 ax
Mar.				14.12 1/2 n
SHORT RIBS—				
Sept.	11.75	11.75	11.67 1/2	11.67 1/2
Oct.	11.80	11.80	11.80	11.80
Nov.				11.90 ax
Dec.				12.75 n
Jan.				12.75 n
Mar.				12.75 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.60	12.70	12.60	12.67 1/2-70
Oct.	12.70-80	12.82 1/2	12.70	12.80 ax
Nov.	12.85	12.92 1/2	12.82 1/2	12.87 1/2 ax
Dec.				12.92 1/2 ax
Jan.	13.25-35	13.35	13.25	13.27 1/2 ax
May	13.70	13.70	13.57 1/2	13.57 1/2 ax
CLEAR BELLIES—				
Sept.	13.32 1/2	13.32 1/2	13.32 1/2	13.32 1/2
Oct.	13.45	13.45	13.45	13.45
Nov.				13.40 ax
Mar.				14.12 1/2 n
SHORT RIBS—				
Sept.	11.75	11.75	11.67 1/2	11.67 1/2
Oct.	11.80	11.80	11.80	11.80
Nov.				11.90 ax
Dec.				12.75 n
Jan.				12.75 n
Mar.				12.75 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.67 1/2	12.75	12.67 1/2	12.70 ax
Oct.	12.82 1/2	12.85	12.80	12.82 1/2
Nov.	12.92 1/2	12.95	12.90	12.92 1/2 ax
Dec.	13.02 1/2	13.02 1/2	13.02 1/2	13.02 1/2
Jan.	13.40-42 1/2	13.42 1/2	13.37 1/2	13.42 1/2 ax
May	13.72 1/2	13.75	13.72 1/2	13.75
CLEAR BELLIES—				
Sept.	13.32 1/2	13.32 1/2	13.25	13.25 ax
Oct.	13.45	13.45	13.40	13.40 ax
Nov.				13.37 1/2 ax
Mar.				14.00 ax
SHORT RIBS—				
Sept.	11.75	11.75	11.67 1/2	11.67 1/2 n
Oct.	11.80	11.80	11.80	11.80
Nov.				11.85 ax
Dec.				12.60
Jan.				12.60 n
Mar.				12.60 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.72 1/2	12.75	12.72 1/2	12.75 ax
Oct.	12.85	12.87 1/2	12.85	12.87 1/2 ax
Nov.	12.92 1/2	12.95	12.92 1/2	12.95
Dec.	13.02 1/2	13.02 1/2	13.02 1/2	13.02 1/2
Jan.	13.40-42 1/2	13.42 1/2	13.37 1/2	13.42 1/2 ax
May	13.72 1/2	13.75	13.72 1/2	13.75
CLEAR BELLIES—				
Sept.	13.25	13.25-27 1/2	13.22 1/2	13.25 ax
Oct.	13.37 1/2	13.40	13.37 1/2	13.40 ax
Nov.				13.40 n
Mar.				14.00 n
SHORT RIBS—				
Sept.	11.75	11.75	11.75	11.75
Oct.	11.90	11.90	11.90	11.90
Nov.				11.90 n
Dec.				12.60
Jan.				12.60 n
Mar.				12.60 n

	Open.	High.	Low.	Close.
LARD—				
Sept.	12.72 1/2	12.75	12.72 1/2	12.75 ax
Oct.	12.85	12.87 1/2	12.85	12.87 1/2 ax
Nov.	12.92 1/2	12.95	12.92 1/2	12.95
Dec.	13.02 1/2	13.02 1/2	13.02 1/2	13.02 1/2
Jan.	13.40-42 1/2	13.42 1/2	13.37 1/2	13.42 1/2 ax
May	13.72 1/2	13.75	13.72 1/2	13.75
CLEAR BELLIES—				
Sept.	13.25	13.25-27 1/2	13.22 1/2	13.25 ax
Oct.	13.37 1/2	13.40	13.37 1/2	13.40 ax
Nov.				13.40 n
Mar.				14.00 n
SHORT RIBS—				</

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending, Aug. 27.	Cor. week, 1926.
Prime native steers.....	20 @22	18 @23
Good native steers.....	18 @19	17 @20
Medium steers.....	16 @17	12 @18
Heifers, good.....	13 @14	13 @20
Cows.....	11 @16	8 @14
Hind quarters, choice.....	26 @30	
Fore quarters, choice.....	16 @17	

Beef Cuts.

Steer Loins, No. 1.....	@45	@48
Steer Loins, No. 2.....	@40	@43
Steer Short Loins, No. 1.....	@60	@64
Steer Short Loins, No. 2.....	@51	@56
Steer Loin Ends, No. 2.....	@31	@32
Cow Loins.....	@18	@20
Cow Short Loins.....	@36	@26
Cow Loin Ends (hips).....	@18	@18
Steer Ribs, No. 1.....	@29	@35
Steer Ribs, No. 2.....	@28	@30
Cow Ribs, No. 1.....	@18	@16
Cow Ribs, No. 2.....	@11	@10
Cow Ribs, No. 3.....	@21	@20
Steer Rounds, No. 1.....	@20 1/2	@18 1/2
Steer Chucks, No. 1.....	@13	@14 1/2
Steer Chucks, No. 2.....	@13 1/2	@13 1/2
Cow Rounds.....	@17	@13
Cow Chucks.....	@12	@8 1/2
Steer Plates.....	@12	9 1/2 @12
Medium Plates.....	@10	@18
Briskets, No. 1.....	@16	@12
Briskets, No. 2.....	@12	@8
Steer Navel Ends.....	@7 1/2	@5 1/2
Cow Navel Ends.....	@7 1/2	@5 1/2
Fore Shanks.....	@8	@5
Hind Shanks.....	@20	@20
Rolls.....	@60	@65
Strip Loins, No. 1, boneless.....	@40	@40
Strip Loins, No. 2.....	@34	@34
Strip Loins, No. 3.....	@34	@36
Sirloin Butts, No. 1.....	@27	@28
Sirloin Butts, No. 3.....	@15	@18
Beef Tenderloins, No. 1.....	@70	@75
Beef Tenderloins, No. 2.....	@65	@65
Rump Butts.....	@18	@17
Flank Steaks.....	@20	@15
Shoulder Clods.....	@15	@15
Hanging Tenderloins.....	@10	@10

Beef Products.

Brains (per lb.).....	@10	9 @10
Hearts.....	@12	@12
Tongues.....	@29	20 1/2 @35
Sweetbreads.....	@38	@36
Ox-Tail, per lb.....	5 @8	2 @8
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7 1/2	@6 1/2
Livers.....	12 1/2 @13	9 1/2 @13
Kidneys, per lb.....	@10 1/2	@10 1/2

Veal.

Choice Carcass.....	24 @25	23 @24
Good Carcass.....	20 @22	20 @22
Good Saddle.....	30 @35	28 @32
Good Backs.....	16 @19	16 @17
Medium Backs.....	10 @12	10 @14

Veal Products.

Brains, each.....	@12	@11
Sweetbreads.....	@65	50 @60
Calf Livers.....	@47	@41

Lamb.

Choice Lambs.....	@28	@30
Medium Lambs.....	@25	@28
Choice Saddle.....	@33	@35
Medium Saddle.....	@31	@34
Choice Fores.....	@22	@23
Medium Fores.....	@21	@21
Lamb Fries, lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@25	@25

Mutton.

Heavy Sheep.....	@10	@9
Light Sheep.....	@15	14 @15
Heavy Saddle.....	@15	@12
Light Saddle.....	@20	@18
Heavy Fores.....	@9	@8
Light Fores.....	@13	@14
Mutton Legs.....	@20	@21
Mutton Loins.....	@20	@18
Mutton Stew.....	@10	@10
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

Fresh Pork, Etc.

Dressed Hogs.....	17 1/2 @19	@25
Pork Loins, 8@10 lbs. avg.....	23 @24	28 @29
Hams.....	@22	@29
Belles.....	@16	@20
Casas.....	@15	@20
Skinned Shoulders.....	@13	17 1/2 @18
Tenderloins.....	@45	46 @48
Spare Ribs.....	@10	12 1/2 @13
Leaf Lard.....	@13	@16
Back Fat.....	@14	15 @16
Hocks.....	@16	23 @23 1/2
Tails.....	@11	14 @15
Neck Bones.....	@4	3 1/2 @4 1/2
Tail Bones.....	@12	@12
Slip Bones.....	@9	@9
Blade Bones.....	@15	@13
Pigs' Feet.....	@5	@5
Kidneys, per lb.....	@8	8 @9
Livers.....	@2	@4
Brains.....	@13	@15
Ears.....	@6	@9
Snouts.....	@8	@8
Heads.....	@10	@10

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. cartons.....	@27
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@24
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@21
Frankfurts in hog casings.....	@19
Bologna in beef bungs, choice.....	@16
Bologna in cloth, paraffined, choice.....	@14 1/2
Bologna in beef middles, choice.....	@16
Liver sausage in beef bungs.....	@23
Liver sausage in beef rounds.....	@13
Head cheese.....	@17
New England luncheon specialty.....	@28
Liberty luncheon specialty.....	@21
Mixed luncheon specialty.....	@17
Tongue sausage.....	@25
Blood sausage.....	@17
Polish sausage.....	@18
Souise.....	@15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in beef middles.....	@28
Thuringer Cervelat.....	@26
Farmer.....	@30
Holsteiner.....	@29
B. C. Salami, choice.....	@48
Milano Salami, choice in hog bungs.....	@49
B. C. Salami, new condition.....	@48
Prisses, choice, in hog middles.....	@26
Genoa style Salami.....	@56
Pepperoni.....	@40
Mortadella, new condition.....	@26
Capicola.....	@54
Italian style hams.....	@42
Virginia hams.....	@53

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.50
Large tins, 1 to crate.....	9.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	9.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

SAUSAGE MATERIALS.

Regular pork trimmings.....	@10
Special lean pork trimmings.....	13 1/2 @14
Extra lean pork trimmings.....	15 1/2 @16
Neck bone trimmings.....	@11
Pork cheek meat.....	@11
Pork hearts.....	6 1/2 @7
Fancy boneless bull meat (heavy).....	12 1/2 @12 1/2
Boneless chucks.....	@11 1/2
Shank meat.....	@11
No. 1 beef trimmings.....	@10
Beef hearts.....	7 1/2 @7 1/2
Beef cheeks (trimmed).....	@9 1/2
Dr. canner cows, 300 lbs. and up.....	@8 1/2
Dressed cutters, 400 lbs. and up.....	@8 1/2
Dr. hogs, 500@700 lbs.....	@8 1/2
Beef tripe.....	3 @3 1/2
Cured pork tongues (can. trim.).....	@14 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic rounds.....	@20
Wide export rounds.....	@40
Medium export rounds.....	@26
Narrow export rounds.....	@37
No. 1 weasands.....	@10
No. 2 weasands.....	@4
No. 1 domestic bungs.....	@24
No. 2 bungs.....	@14
Regular middles (house run).....	\$1.12 @1.15
Selected wide middles.....	2.25 @2.50
Dried blades:	
12/13.....	\$2.00 @2.10
10/12.....	@1.75
8/10.....	1.50 @1.60
6/8.....	1.25 @1.35
Hog Casings:	
Narrows, per 100 yds.....	3.15 @3.25
Narrows, med., per 100 yds.....	2.40 @2.50
Mediums, per 100 yds.....	2.10 @2.25
Wides, per 100 yds.....	@1.50
Export bungs.....	@.40
Large prime bungs.....	.27 @.28
Medium prime bungs.....	.15 @.17
Small prime bungs.....	.11 @.12
Middles.....	14 @.17
Stomachs.....	@.07
Bladders.....	

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	18.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	63.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	61.00

BARRELED PORK AND BEEF

Mess pork, regular.....	20.00
Family back pork, 20 to 34 pieces.....	30.00
Family back pork, 35 to 45 pieces.....	33.00
Clear back pork, 40 to 50 pieces.....	26.50
Clear plate pork, 35 to 45 pieces.....	21.50
Clear plate pork, 25 to 35 pieces.....	22.50
Brisket pork.....	29.00
Bean pork.....	20.00
Plate beef.....	20.50
Extra plate beef, 200 lb. bbls.....	22.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	\$1.67 1/2 @1.72 1/2
Oak pork barrels, black iron hoops.....	1.90 @1.95
Ash pork barrels, galv. iron hoops.....	1.87 1/2 @1.92 1/2
White oak ham tierces.....	@3.40
Red oak lard tierces.....	2.52 1/2 @2.55
White oak lard tierces.....	2.72 1/2 @2.75

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@23
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@20 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (80 and 90 lb. solid packed tubs, 1c per lb. less.).....	@18
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@15

DRY SALT MEATS.

Extra short clears.....	@12
Extra short ribs.....	@12
Short clear middles, 60-lb. avg.....	@12
Clear bellies, 18@20 lbs.....	@13 1/2
Clear bellies, 14@16 lbs.....	@14 1/2
Rib bellies, 20@25 lbs.....	@13 1/2
Rib bellies, 25@30 lbs.....	@13
Fat backs, 10@12 lbs.....	@10 1/2
Fat backs, 12@14 lbs.....	@11 1/2
Fat backs, 14@16 lbs.....	@12 1/2
Regular plates.....	@9 1/2
Butts.....	@8 1/2

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@23 1/2
Skinned hams, fancy, 16@18 lbs.....	@24
Standard regular hams, 12@14 lbs.....	@24 1/2
Picnics, 6@8 lbs.....	@17 1/2
Standard bacon, 4@6 lbs.....	@35 1/2
Standard bacon, 10@12 lbs.....	@31
Standard bacon, 12@14 lbs.....	@31
Standard bacon strips, 6@7 lbs.....	25 @25 1/2
Cooked hams, choice, skin on, surplus fat off.....	@34
Cooked hams, choice, skinned, surplus fat off.....	@35
Cooked hams, choice, skinned, surplus fat off.....	@36
Cooked picnics, skin on, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@40

ANIMAL OILS

Prime lard oil.....	15 1/2 @15 1/2
Extra winter strained.....	1
Extra lard oil.....	10 1/2 @11 1/2
Extra No. 1 lard.....	10 1/2 @10 1/2
No. 1 lard oil.....	9 1/2 @9 1/2
No. 2 lard oil.....	9 @9
Pure neatfoot oil.....	14 1/2 @14 1/2
Extra neatfoot oil.....	10 1/2 @10 1/2
No. 1 neatfoot oil.....	9 1/2 @10 1/2
Acidless tallow oil.....	9 1/2 @10 1/2

LARD (Unrefined)

Prime, steam cash, tierces.....	@12.65
Prime, steam loose.....	@11.90
Leaf, raw.....	@11.37
Neutral lard.....	@13.50

LARD (Refined).

Pure lard, kettle rendered, per lb., loose.....	@12.75
Pure lard, tierces.....	@12.75
Compound.....	@11.25

OLEO OIL AND STEARINE.

Oleo oil, extra.....	12 1/2 @13
Oleo stocks.....	11 @12
Prime No. 1 oleo oil.....	11 @12
Prime No. 2 oleo oil.....	11 1/2 @11 1/2
No. 3 oleo oil.....	@11
Prime oleo stearine, edible.....	10 @10 1/2

TALLOW AND GREASES

Edible tallow, under 2% acid, 45 titre.....	8 1/2 @9
Prime packers' tallow.....	8 1/2 @9 1/2
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/2 @7 1/2
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 1/2 @6 1/2
Choice white grease, max. 4% acid, loose.....	8 1/2 @8 1/2
Chicago.....	8 1/2 @8 1/2
B-White grease, max. 5% acid.....	7 1/2 @7 1/2
Yellow grease, 12-15 f.f.a.....	6 1/2 @7
Brown grease, 40 f.f.a.....	6 1/2 @6 1/2

VEGETABLE OILS

Crude cottonseed oil in tanks, f.o.b. Valley points, nom., prompt.....	@9
White, deodorized in bbls., c.a.f. Chicago.....	12 @12 1/2
No. 3 lard, deodorized, in bbls.....	11 1/2 @12
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	@2 1/2
Corn oil, in tanks, f.o.b. mills.....	@9
Soya bean oil, seller's tank, f.o.b. coast nom.....	@10 1/2
Cocunut oil, seller's tank, f.o.b. coast.....	@8 1/2
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

FERTILIZERS.

Blood, unground and ground.....	4.75 @5.00
Hooftmeal.....	3.25 @3.50
Ground fertilizer tankage, 10 to 12%.....	3.75 @4.00
Ground fertilizer tankage, 6 to 9%.....	3.25 @3.50
Crushed and unground tankage.....	3.00 @3.25
Ground raw bone, per ton.....	32.00 @36.00
Ground steam bone, per ton.....	32.00 @34.00
Unground steam bone, per ton.....	31.00 @33.00
Unground bone tankage, per ton.....	21.00 @24.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00 @200.00
No. 2 horns, 40 lb. average, per ton.....	125.00 @135.00
No. 3 horns.....	75.00 @80.00
Hooft, black and striped.....	35.00 @40.00
Hooft, white.....	70.00 @75.00
Round shin bones, heavies.....	90.00 @100.00
Round shin bones, lights and med.....	55.00 @65.00
Heavy fats.....	55.00 @65.00
Light fats.....	45.00 @50.00
Thigh bones, heavies.....	90.00 @100.00
Thigh bones, light and med.....	85.00 @90.00
Buttock bones.....	45.00 @50.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

Retail Section

Handling Charge Accounts Sensible Approach to the Problem for Retail Meat Dealers

To be able to keep down losses from bad accounts is one of the earmarks of a good business man.

This means not only proper and businesslike methods in collecting charge accounts, but also care in deciding to whom credit shall be extended and to whom it shall be refused.

Many retailers are lax in collecting charge accounts promptly, and in insisting on their payment. They permit them to slide along from month to month, and by their own lack of system and unbusinesslike methods encourage slowness in paying on the part of customers.

There is little excuse for the retail meat dealer to lose much money through bad accounts. A little courage to insist on what is right may lose a customer now and then, but it will put more dollars in the cash drawer.

In this article an authority on retail merchandising offers some good suggestions for the retail meat dealer in handling charge accounts.

Preventing Credit Losses

By E. J. Clary.

Nearly everything—but common sense—has been used by retail meat dealers to protect themselves from credit losses. And while there are plenty of meat dealers with common sense, not many of them consider that it will solve this everpresent problem.

The trade has been on the lookout for years for some magical agency or system that will take care of collections. But there is no more chance of such a system working a magical result than there is for a "system" to break the bank at Monte Carlo.

There is no trick in collecting money due, but a common sense solution of the problem is feasible, and is working in a great many retail meat stores today.

By common sense I mean the handling of past due accounts as a result of practical experience, and not on abstract theories. The meat trade certainly has had enough experience with credits to know a lot about them, and to enable the dealer to throw safeguards around this end of shop management.

But while the large majority of meat dealers are reducing their credit losses to a minimum, they still permit their profits to leak out in this way to some extent—to a greater extent than need be.

The Common Sense Approach.

What is a common sense approach to this question for the dealer? It may be summarized something like this:

(A)—A definite percentage of all customers who apply for credit either cannot or will not pay up promptly.

(B)—No customer is entitled to credit

who cannot show ability and willingness to pay promptly by first class references.

(C)—There are no profits in bad charge accounts. The dealer only fools himself when he takes chances to get volume of sales.

(D)—No account should be allowed to run beyond a certain definite period, established in advance and adhered to.

(E)—Every charge account must be kept alive at all times, i. e.: the customer must use the account.

Some years' study of retail credit matters leads me to believe that the chief reason for occasional heavy credit business, and the losses that result in the trade, lies in the dealer's indifference to collections, and his habit of hoping for the best.

There are too many who prefer to spend all their efforts collecting from poor risks, rather than to spend some of these efforts in keeping poor risks off the books. How shall the dealer, being a busy man, keep poor risks off the books?

Keeping Poor Risks Off the Books.

He has access to various channels through which he can check up on applications for credit, but it is very seldom that he goes to the trouble to use them; he is busy and he takes a chance and the result is that among the good pay customers he raises a crop of uncollectible accounts which play heck with his profits.

The credit manager of a large wholesale house in the trade told me not long ago that of 350 retailers, only 78 reported in response to a questionnaire that they carefully checked up on every customer asking for a charge account. He gave as reason the fact that the time and trouble consumed made it bothersome and not worth while.

And in every case where the retailer on the list was suffering from failure to get his money in, he proved to be one of the dealers who were unwilling to go to the bother of closing the door before the horse was stolen.

This holds good pretty much all down the line.

Special Appeals are Best.

Another point in this common sense approach to the credit problem lies in the fact that the retailer too frequently groups all of his delinquents in a single class insofar as their follow-up is concerned,

whereas there are 50 different reasons for non-payment of an account in the trade and the same tactics cannot possibly get the best and most prompt results on all of them.

The collection of retail accounts in the trade must be more of an individual or personal matter even though it does eat into the time of the dealer himself, no matter whether he resorts to personal call for collection or the mails.

For instance, a habitual deadbeat cannot be approached on precisely the same basis and with the same arguments as the delinquent who doesn't pay, because he can't and vice versa. The habitual deadbeat usually can pay but won't. It isn't a difficult matter for the dealer with common sense to separate the groups along these lines.

Now, when the dealer goes after a well intentioned but incompetent credit customer with the same arguments and appeals that he uses on the man who can pay up but won't, he is running a great risk. Intention must always figure in the collection of retail accounts and where the intention is good, there is a basis upon which to achieve payment.

Common sense backs up this view of the matter and I believe that the trade in general will agree with me.

Handling Accounts Costs Money.

This separation of the sheep from the goats takes up a lot of time, you will say.

Not if there is a simple system of handling the accounts, but even if it does take up management time, the dollars that are lost through bad accounts represent losses of capital, gross profit and net profit and they are dead losses. They are unlike any other losses in the conduct of the business because they carry with them even the overhead cost of selling and serving the customer whose money the dealer never sees.

Delinquent accounts are not only costly but they are also bothersome. The experienced retailer will do his work with less bother and in a shorter time if he adopts the common sense method of checking up every applicant for credit, and rejecting every one that isn't a first rate risk.

The sifting should go on in advance of the delinquency not after. Common sense will tell you that it is costly to find out the poor risks in your community by the experience of losing money on them and driving them eventually into the hands of a competitor on a cash business, the competitor profiting by your costly experience.

Keeping Them Alive.

A common sense approach to this vexing question also includes strict attention to keeping accounts alive. Indifference or neglect on the part of the retailer in connection with his accounts overdue, make a very bad impression on that type of customer who will take advantage of the situation.

Unless the account is kept hot at all times, chances for ultimate collection are reduced in ratio to the indifference of the creditor.

A good many dealers say: "I can't afford to push my charge customers too hard—they will trade elsewhere." This is an old story, but the common sense view of the matter is that there is no profit in doing business with people who won't pay except at the cost of time and money spent by the dealer on collections.

What good is it to pass out your goods for nothing? The dealer who sifts his credits and insists upon prompt payment is the one that gathers the cream of the trade off his district while the competitors get the leavings.

The dealer with 300 gilt-edged accounts

Why Suffer Credit Losses?

Losses through delinquent and unpaid accounts include losses of capital, gross profits and net profits.

The dealer who fails to utilize his channels for judging the customer's worthiness for credit is piling up a lot of trouble for himself.

There is no magical system that will collect your past due accounts.

What good is the trade of the man who won't pay for what he gets?

Credit extension is a gratis service on the dealer's part—not an obligation.

There are fifty reasons for delinquency, and no two situations are precisely alike.

Therefore the same method should not be used in all cases when trying to make collections.

on his books certainly is better off than the dealer with one thousand of which the greater number are customers constantly in arrears and the collection of whose accounts adds another cost to the overhead of the store.

Easy Dealer Is Imposed On.

It has been my experience that when the habitually delinquent customer recognizes an easy going dealer, he will take every advantage of the situation. He will let his account run just as long as he can, whereas when doing business with a store that insists upon prompt payment, he will have his obligations strictly in mind and is liable to act accordingly in the matter of payment.

The extension of credit by the retailer today is a gratis service and the customer should be made aware of the fact in all cases; it is common sense talking.

When the retailer extends credit he is giving something for nothing, everything else being equal.

A common sense approach of this credit proposition, in other words, involves the consideration of each account, applied for as a possible risky matter until proved otherwise, the careful checkup on the treatment the customer deserves in the matter and in remembering that there are 50 causes for extended delinquency and that no. two charge customers are exactly alike.

Common sense means that the delinquent account shall be kept active and alive—once it dies out, the chances for collection are reduced greatly and continuously as the period of time is extended.

NEWS OF THE RETAILERS.

Herman L. Ulrich and Wm. Ulrich have purchased the Kinsley Meat Market, Kinsley, Kan.

Nennie Gilliam has sold out his meat business in Moran, Kan., to P. B. Smith.

O. W. Barrett, of Logan, Kan., has purchased the meat and grocery business of Fisher & Son, Goodland, Kan.

Geo. Anastasion has sold a half-interest in his meat and grocery business at 400 O street, Sacramento, Calif., to John Chryst.

Fred Slater has succeeded to the meat and grocery business of Slater & Algeo, Napa, Calif.

Frank Braun has purchased the meat and grocery business of Earl Ward, Lindsay, Calif.

L. A. Lepiane, Hollister, Calif., has added meats to his grocery store.

Herman Heaston has taken over the business of the Belmont Meat Market, 1012 Belmont street, Portland, Ore.

The Palace Market, Farmington, N. M., has been sold to E. M. Hampton.

J. B. Canter has sold his grocery and meat business in Lexington, Ky., to W. S. Cooper.

W. A. King has sold the Kinsley Meat Market, Great Bend, Kas., to William Ulrich.

Walter Scott has sold the Scott Market at Ashland, Ky., to Leslie Stafford.

The Buchler Brothers Meat Market has reopened for business at 219 South Main street, Rockford, Ill.

The Oakley Co., Brazil, Ind., has purchased the general store and meat market of Isaac George.

A. J. Ross has bought the Benson Meat Market, Kunnell, Ia.

Eckert's Meat Market has opened for business at 210 South Superior street, Albion, Mich.

C. C. Rice & Son J. W. Rice have opened a new meat market at 136 North Fourth street, Canton, Mo.

The Corner Store, Cavalier, N. D., is adding a meat market.

Harlan Wickus purchased the interest of Lucius Bumps in the Third Street Butcher shop, Baraboo, Wis.

Tell Us Your Troubles

In this column the retail meat dealer's questions will be answered.

Address your inquiries to Retail Editor, THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago.

Rolled Spiced Beef

A retail meat dealer wants to prepare spiced beef as used in the kosher trade. He says:

Editor The National Provisioner:

I would greatly appreciate it if you will furnish me a formula on making "rolled spiced beef." I have seen it in the kosher delicatessen stores.

It is a roll which seems to be made of pickled beef plates, and it tastes very spicy. It looks very dark on the outside and is covered with a lot of spices.

This rolled spiced beef is made from beef plates of cattle that are not too fat, but of good quality.

The bones should be removed and the plates cut in two or three pieces, so they can be rolled. Rub a little nitrate of soda or saltpeter on the inside of the roll and sprinkle with salt. Whole allspice and cloves well mixed should be laid on the inside of the meat roll, the quantity used depending on the spiciness desired in the meat.

Then roll the plate together as firmly as possible. Use iron skewers to hold it until it can be wrapped with a strong cord, putting it on the same as if binding a cooked ham, the cord being wrapped about the meat every two inches. Take out the skewers after the roll has been carefully tied.

Cure in tierces using pickle of 70 deg. strength. This is the same pickle as is used for corned beef and is made as follows:

For 100 gals. of pickle use
100 per cent salt water
25 lbs. granulated sugar
4½ lbs. nitrate of soda or saltpeter.

Cook the nitrate of soda and sugar into a syrup, put this syrup into 100 per cent salt water and mix well then reduce mixture with water to 70 deg. strength.

Overhaul at 5 and 13 days. The meat should be in cure 30 days before it is used.

When cooking, place the meat in boiling water, then reduce temperature to 155 degs. and cook for 5 to 6 hours.

When cooked, lay the meat on a table and weight it down and press it. More spice can be put over the meat after it is cooked, if desired.

This makes a very fine looking piece of meat when cut crosswise.

The Farrell Meat Market will open for business soon at 417 North Main street, Austin, Minn.

Carl L. Nicholaisen has sold his meat market at Creighton, Neb., to John Lukasek.

Frank Henning has opened a new meat market at Northwood, No. Dak.

Wm. A. Willich is opening a meat market at Burlington, Wis.

Dennis Lowell sold his interest in the Washington Meat Company, Madison, Wis., to Leonard Steele.

Wm. Krueger purchased the City Meat Market at Nekeosa, Wis.

L. J. Stoneman & Co., meat dealers, Sawyer, Wis., have dissolved partnership.

Carroll Bogie has sold his store at

Whitewater, Wis., to A. Jordan who will open a meat market and grocery there.

The B. & H. Market has opened a meat market at 1217 Holton street, Milwaukee, Wis. The company has another store in West Bend, Wis.

Edward Fineis has purchased the interest of his partner, Walter Earl, in the meat and grocery business in Lansing, Mich.

J. W. Mills has purchased a butcher shop in Dexter, Ia. Mr. Mills also conducts a grocery store in Menlo, Ia.

A new meat market has been started in Corvallis, Ore., by Henry Hout and C. M. Bryant.

The Schnyder Market has been opened in McGhee, Ark., by W. L. Smith and M. J. Schnyder.

W. E. Rogers and A. Templeman have purchased the Kropp Meat Market at Berthoud, Colo., from Mrs. L. H. Kropp. M. E. Cummings, Healdsburg, Calif., has sold his meat market to T. J. Johnson, of San Francisco.



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By A. C. SCHUEREN

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New York Section

Among Retail Meat Dealers

There was a meeting of the board of directors of the New York State Association of Retail Meat Dealers on Monday evening of this week, with all of the board present, and representatives of the new Jamaica and Woodside branches. Several matters of interest were brought up.

A motion was made that the New York State Association go on record as being opposed to the stamping of meat now being done by individual packers as misleading, and as conflicting with the classification and grading being done by the Department of Agriculture. The association endorsed the Department of Agriculture's classification and grading, to give it a fair trial of one year, at its recent annual convention.

Much discussion was brought out on the increasing violations of the Sabbath closing laws, and a capable lawyer was engaged to represent the association and to prosecute in court all violators of the law. An appeal will be made to the mayors of all cities and towns throughout New York state to assist in enforcing this law.

Plans were also discussed for the furthering of the merchants' investment plan, and all branches are to be asked to interest their members in the proposed industrial bank.

A meeting of the Jamaica branch, New York State Retail Meat Dealers' Association, was held Wednesday, August 17th, at Jamaica Saengerbund Hall. Acting President Gus Fernquist called the meeting to order and explained some of the activities of the association and its many benefits. He then called upon State President George Kramer, who spoke on the workings of the national association and the wonderful work the state association and its many branches have accomplished; how it has brought about closer cooperation with the packers and consumers in general for the betterment of the retail trade.

Mr. Kramer called upon Joseph Harrison of the South Brooklyn Branch, who spoke on organization and its many benefits, and explained to the many men present what has been accomplished through organization which could not be accomplished without it. Mr. Harrison also explained how his branch was saving its members large sums of money, many times over the year's dues, through compensation, fire and plate glass fund, and cooperative buying being done through the state association.

There were other speakers on the work of the association and the many things which can only be accomplished through being members.

A motion was made and carried that this branch apply for a charter to the New York State Association. A committee was appointed to draw up by-laws, comprising C. Roesel, chairman, Mr. Schneider and Mr. Schlott, who will confer with Mr. Wolk of the state association on the drawing up of the by-laws. Election of officers will be held at the next meeting, to be held Wednesday, September 14th.

This branch has done some real live active work since it has started, and it seems that it is going to be one of the most active branches of the association.

All branches of the State Association of Retail Meat Dealers in Greater New York and vicinity have been requested to note that there will be an interbranch meeting, the first of a series, on October 20. The meeting will be held in the Johnston Building, Flatbush avenue and Nevins street, Brooklyn, and there will be a number of prominent speakers in the whole-

sale as well as retail meat industry and other affiliated trades. Should a regular meeting of any of the branches occur on this evening, State President George Kramer urgently requests that it be postponed in order that all meat dealers may be able to attend.

The Boston Branch, National Association of Retail Meat Dealers, has been advancing rapidly along constructive lines. It was organized about two years ago and now has 150 members. This is a very active branch and during the year there have been a number of drives. One of these was for cleaner stores. Another was an extensive one for new members, and this campaign is still on; the goal is for a 500 membership.

During the ham and bacon campaign in Boston the packers, wholesalers and retailers joined hands in the drive. Successful meetings were held and were well attended by wholesalers and retailers.

Social activities are not lacking in this branch. On June 1st a banquet was given at the New Elks' Hotel, when there was an attendance of 370, and during the summer picnics are being held. On August 15th an automobile parade for the members and their families to Lake Pearl, Wrentham, Mass., had 150 machines in line and a police escort as far as the Boston line.

Mr. and Mrs. George Anselm spent several days at Atlantic City last week.

Benjamin Gomprecht of the Crown Market, Inc., died on Monday of this week after an illness of several months. He was 62 years of age and spent most of his life in the meat business. He was buried on Wednesday morning from his home, 229 West 78th street. Mr. Gomprecht is survived by his widow, Mrs. Pauline F. Gomprecht and one daughter, Mrs. Evelyn Gomprecht.

Miss Marion Lehner, the young daughter of Mr. and Mrs. Joseph Lehner, Brooklyn, is spending a vacation at Stamford, New York.

Mrs. Fred Hirsch with Mrs. R. Schumacher and her son, Harold, are taking a rest in the Catskill Mountains.

The Bronx Branch of the New York State Association of Retail Meat Dealers has lost one of its younger members, Edward Roth, who died recently. Mr. Roth was a member of the firm of Robert Roth & Son, 3121 East Tremont Avenue, the Bronx. The branch has expressed its heartfelt sympathy to the family, sending a floral tribute and a committee attended the funeral.

The Westchester Branch, New York State Association of Retail Meat Dealers, are planning a mass meeting for September 14th in White Plains, at the Elks' Club.

Why Pay This Tax?

"If equipment can effect a saving in your plant, you are paying a tax equal to that saving until you install that equipment!"

Who said that? Henry Ford.

Maybe that's one of the reasons why Henry has so much money!

NEW YORK NEWS NOTES.

H. E. May, Cudahy Packing Company, Omaha, was a visitor to the city this week.

S. Dell, superintendent of by-products, Armour and Company, Chicago, was a recent visitor to the city.

J. O'Neil, recording secretary of the Otto Stahl Employees' Welfare Association, has returned from a two weeks' vacation spent in the Catskill mountains.

Miss M. D. Seagrave, secretary to district manager Hanley of the Cudahy Packing Company, West 14th Street, is on a two weeks' vacation, touring through New York State and Canada.

K. D. Fogg of the small stock department, central offices of Swift & Company, New York, is spending a two weeks' vacation touring Maine and the New England States in his new Packard Six.

V. Hechler, of the lard and sales department of Wilson & Company's district office, whose mother died recently, is receiving the sympathy of his colleagues. Mrs. Hechler resided in Richmond, Va., and was over four score years of age.

E. F. McKenna, in the general office of Joseph Stern & Sons, and one of the editors of the Armour Oval, is reported as enjoying a vacation in the Pocomo mountains. Mr. McKenna's items in the Armour Oval are interesting as well as enlightening.

The August tournament of the Wilson Golf Club will be held on Saturday, Aug. 27th, at the Hillcrest Golf Club, Jamaica, as usual. This being the usual monthly event, the contestants to participate will include some twenty-five or thirty employees of Wilson & Company.

The sympathy of the trade is being extended to Joseph H. Heineman, of F. C. Rogers' New York office, whose father passed away last week after a short illness. Mr. Charles Heineman, although retired from business, was active up to a short time previous to his death. He was an old Armour man and was well known in the trade.

The number of pounds of meat, fish and poultry and game seized and destroyed during the week ending Aug. 6, 1927, is reported by the New York City Health Department as follows: Meat—Brooklyn, 18 lbs.; Manhattan, 203 lbs. Total, 221 lbs. Fish—Manhattan, 6 lbs. Poultry and Game—Brooklyn, 134 lbs.; Manhattan, 54 lbs.; the Bronx, 16 lbs.; Richmond, 15 lbs. Total, 219 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed during the week ending Aug. 13, 1927: Meat—Manhattan, 2,500 lbs.; The Bronx, 63 lbs.; Queens, 54 lbs. Total, 2,617 lbs. Fish—Manhattan, 440 lbs. Poultry and Game—Manhattan, 101 lbs.; The Bronx, 21 lbs. Total, 122 lbs.

Following is a report of the New York City Health Department of the number of pounds of meat, poultry and game seized and destroyed during the week ending Aug. 20, 1927: Meat—Brooklyn, 169 lbs.; Manhattan, 90,191 lbs. Total, 90,360 lbs. Poultry and Game—Brooklyn, 97 lbs.; Manhattan, 200 lbs.; The Bronx, 5 lbs. Total, 302 lbs.

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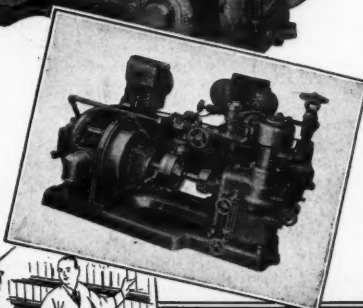
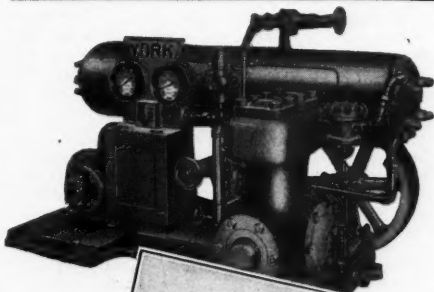
Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Aug. 20, 1927, with comparisons, as follows:

	Week ending Aug. 20.	Prev. week.	Cor. week. 1926.
West. dressed meats:			
Steers, carcasses...	1,638½	8,315¼	7,896
Cows, carcasses...	121	547	280
Bulls, carcasses...	18	115	131
Veals, carcasses...	1,665	7,008	7,103
Lambs, carcasses...	7,138	21,069	24,799
Mutton, carcasses...	914	2,126	5,151
Beef cuts, lbs....	42,333	792,405	119,029
Pork cuts, lbs....	164,810	867,544	1,118,795
Local slaughters:			
Cattle	9,505	9,327	7,839
Calves	14,348	14,560	15,388
Hogs	43,138	40,225	31,001
Sheep	52,489	54,967	50,883

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Aug. 20, 1927, with comparisons:

	Week ending Aug. 20.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses...	2,420	2,508	2,534
Cows, carcasses...	922	870	544
Bulls, carcasses...	200	314	50
Veals, carcasses...	1,706	1,840	898
Lambs, carcasses...	9,503	9,820	6,263
Mutton, carcasses...	1,081	1,328	1,734
Pork, lbs.	240,696	245,149	332,130
Local slaughters:			
Cattle	1,975	1,627	2,040
Calves	2,027	2,099	2,654
Hogs	15,677	15,847	12,803
Sheep	5,819	6,631	7,005



The York full automatic refrigerating unit is just the thing for the meat and produce market. Here is a machine obtainable in sizes ranging from one-half ton to eight tons daily capacity. It is a self-contained unit, direct-connected to motor, thus effecting an economy in power. It is small, compact, all parts readily accessible, and the entire unit is portable. Thousands of meat and produce men all over the country are eliminating waste and spoilage and conducting their establishments more profitably since installing York Equipment.

Let us send you the names of some in your own locality; also furnish you with full details of this money making machine. No obligation.

YORK Manufacturing
Company
Ice Making and Refrigerating Machinery Exclusively
York, Penna.

Thomson & Taylor Company

Recleaned Whole and Ground
Spices for Meat Packers

CHICAGO, ILLINOIS

When you write the advertiser, mention THE NATIONAL PROVISIONER

In Spices, too, the Best is the Cheapest

J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

42 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, bulk.....	\$11.00@12.30
Cows, cutters.....	3.50@ 5.00
Bulls.....	4.75@ 6.25

LIVE CALVES.

Calves, prime.....	\$18.00@18.50
Calves, culls, per 100 lbs.....	9.00@12.00

LIVE SHEEP AND LAMBS.

Lambs, medium.....	\$14.00@15.75
Sheep, bulk.....	5.00@ 6.50

LIVE HOGS.

Hogs, heavy.....	@11.25
Hogs, medium.....	@12.00
Hogs, 120 lbs.....	@12.25
Roughs.....	8.25@10.00
Good Roughs.....	@ 9.00

DRESSED HOGS.

Hogs, heavy.....	17 1/4 @17 1/2
Hogs, 180 lbs.....	@17 1/4
Hogs, 160 lbs.....	@17 1/2
Pigs, 80 lbs.....	@18
Pigs, under 140 lbs.....	@18 1/2

DRESSED BEEF.

CITY DRESSED.

Choice, native heavy.....	22 @23
Choice, native light.....	22 @24
Native, common to fair.....	19 @21 1/2

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.....	19 @21
Native choice yearlings, 400@600 lbs.....	20 @22
Western steers, 600@800 lbs.....	17 @19
Texas steers, 400@600 lbs.....	14 @17
Good to choice heifers.....	20 @21
Good to choice cows.....	15 @16
Common to fair cows.....	13 @14
Fresh bologna bulls.....	@12 1/2

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	24 @25	27 @29
No. 2 ribs.....	21 @23	24 @26
No. 3 ribs.....	@18	22 @23
No. 1 loins.....	29 @32	36 @40
No. 2 loins.....	28 @32	32 @35
No. 3 loins.....	22 @24	28 @30
No. 1 heads and ribs.....	26 @28	28 @31
No. 2 heads and ribs.....	24 @25	25 @27 1/2
No. 3 heads and ribs.....	21 @22	22 @24 1/2
No. 1 rounds.....	19 @20	21 @22
No. 2 rounds.....	@18	@20
No. 3 rounds.....	@17	18 @19
No. 1 chucks.....	15 @16	17 @18
No. 2 chucks.....	13 @14	14 @16
No. 3 chucks.....	@12	12 @13
Bolognas.....	@ 6	11 1/4 @12 1/2
Balls, reg., 6@8 lbs. avg.....	22 @23	
Balls, reg., 4@6 lbs. avg.....	17 @18	
Tenderloins, 4@6 lbs. avg.....	00 @70	
Tenderloins, 5@6 lbs. avg.....	80 @90	
Shoulder clods.....	10 @11	

DRESSED CALVES.

Prime.....	25 @26
Choice.....	20 @22
Good.....	18 @19
Medium.....	15 @16

DRESSED SHEEP AND LAMBS.

Lambs, choice spring.....	26 @28
Good lambs.....	25 @26
Lambs, poor grade.....	22 @25
Sheep, choice.....	18 @20
Sheep, medium to good.....	16 @17
Sheep, culls.....	11 @12

SMOKED MEATS.

Hams, 8@10 lbs. avg.....	23 @24
Hams, 10@12 lbs. avg.....	22 @23
Hams, 12@14 lbs. avg.....	21 @22
Picnics, 4@6 lbs. avg.....	16 1/2 @17
Picnics, 6@8 lbs. avg.....	15 @16
Rollettes, 6@8 lbs. avg.....	16 @17
Beef tongue, light.....	24 @26
Beef tongue, heavy.....	26 @28
Bacon, boneless, Western.....	26 @27
Bacon, boneless, city.....	22 @23
Pickled bellies, 8@10 lbs. avg.....	19 @20

FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.....	30 @31
Pork tenderloins, fresh.....	@45
Pork tenderloins, frozen.....	35 @40
Shoulders, city, 10@12 lbs. avg.....	17 @18
Shoulders, Western, 10@12 lbs. avg.....	16 @17
Butts, boneless, Western.....	23 @24
Butts, regular, Western.....	18 @19
Hams, Western, fresh, 10@12 lbs. avg.....	23 @24
Hams, city, fresh, 6@10 lbs. avg.....	25 @26
Picnic hams, Western, fresh, 6@8 lbs. avg.....	14 @15
Pork trimmings, extra lean.....	19 @20
Pork trimmings, regular 50% lean.....	11 @12
Spare ribs, fresh.....	14 @15

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.	
per 100 pcs.....	85.00@100.00
Flat shin bones, avg. 40 to 45 lbs., per	
100 pcs.....	@ 75.00
Black hooft, per ton.....	45.00 @50.00
Striped hooft, per ton.....	45.00 @50.00
White hooft, per ton.....	@ 85.00
Thigh bones, avg. 85 to 90 lbs., per	
100 pieces.....	@100.00
Horns, avg. 7 1/2 oz. and over, No. 1a.....	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2a.....	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3a.....	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed.....	@28c	a pound
Fresh steer tongues, l. c. trim'd.....	@38c	a pound
Sweetbreads, beef.....	@55c	a pound
Sweetbreads, veal.....	@1.00	a pair
Beef kidneys.....	@15c	a pound
Mutton kidneys.....	@ 8c	each
Livers, beef.....	@19c	a pound
Oxtails.....	@12c	a pound
Beef hanging tenders.....	@20c	a pound
Lamb fries.....	@10c	a pair

BUTCHERS' FAT.

Shop fat.....	@ 2 1/4
Breast fat.....	@ 4
Edible suet.....	@ 5
Cond. suet.....	@ 4 1/2
Bones.....	@20

SPICES.

	Whole.	Ground.
Allspice.....	19	22
Cinnamon.....	16	19
Cloves.....	22	27
Coriander.....	10 1/2	13 1/2
Ginger.....	16	
Mace.....	1.08	1.18
Nutmeg.....	45	
Pepper, black.....	36	39
Pepper, Cayenne.....	40	44
Pepper, red.....	40	
Pepper, white.....	56	50

GREEN CALFSKINS.

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 Veals.....	2.1	2.45	2.85	3.05	3.80
Prime No. 2 Veals.....	1.9	2.25	2.60	2.80	3.55
Buttermilk No. 1.....	1.8	2.10	2.50	2.70	....
Buttermilk No. 2.....	1.6	1.90	2.25	2.45	....
Branded Grubby.....	1.1	1.40	1.75	1.95	2.25
Number 3.....	....	....	....	At Value	....

CURING MATERIALS.

In lots of less than 25 bbls.:	Bbls.	per lb.
Double refined saltpetre, granulated.....	6c	5 1/2c
Double refined saltpetre, small crystal.....	7 1/2c	7 1/2c
Double refined large crystal saltpetre.....	8 1/2c	8 1/2c
Double refined nitrate soda, granulated.....	4c	3 1/2c
In 25 barrel lots:		
Double refined saltpetre, granulated.....	5 1/2c	5 1/2c
Double refined saltpetre, small crystal.....	7 1/2c	7 1/2c
Double refined saltpetre, large crystal.....	8 1/2c	8c
Double refined nitrate soda, granulated.....	3 1/2c	3 1/2c

DRESSED POULTRY.

FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.....	26 @28
Western, 48 to 54 lbs. to dozen, lb.....	25 @27
Western, 43 to 47 lbs. to dozen, lb.....	23 @25
Western, 36 to 42 lbs. to dozen, lb.....	21 @22
Western, 30 to 35 lbs. to dozen, lb.....	19 @21
Fowls—fresh—dry pkd.—prime to fry.—12 to box:	
Western, 60 to 65 lbs. to dozen, lb.....	29 @30
Western, 48 to 54 lbs. to dozen, lb.....	28 @29

Western, 43 to 47 lbs. to dozen, lb.....	26 @27
Western, 36 to 42 lbs. to dozen, lb.....	24 @24
Western, 30 to 35 lbs. to dozen, lb.....	22 @22

Fowls—frozen—dry packed—prime to fry.—12 to box:

Western, 60 to 65 lbs., lb.....	28 @29
Western, 55 to 59 lbs., lb.....	28 @29
Western, 43 to 47 lbs., lb.....	25 @26
Western, 30 to 35 lbs., lb.....	21 @21

Ducks—

Long Island, prime.....	23 @24
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Squabs—

White, 11 to 12 lbs. to dozen, per lb.....	50 @ 55
Prime, dark, per dozen.....	2.50@3.00

LIVE POULTRY.

Fowls, colored, per lb., via express.....	@26
Geese, swan, via express.....	@12
Turkeys, via express.....	25 @30
Pigeons, per pair, via freight or express.....	@35
Guineas, per pair, via freight or express.....	@80

BUTTER.

Creamery, extras (92 score).....	42 1/4 @43
Creamery, firsts (90 to 91 score).....	40 1/4 @42 1/4
Creamery, seconds.....	37 1/2 @38 1/2
Creamery, lower grades.....	38 @37

EGGS.

Extras, regular packed.....	35 @36 1/2
Extra firsts.....	31 @34
Firsts.....	28 1/2 @30
Checks.....	21 @24

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, delivered per	
100 lbs.....	@2.40
Ammonium sulphate, double bags, per 100	
lbs. f.a.s. New York.....	@2.45
Blood, dried, 15-18% per unit.....	@4.50
Fish scrap, dried 11% ammonia, 10% B.	
P. L. f.o.b. fish factory.....	4.75 & 10c
Fish guano, foreign 13@14% ammonia,	
10% B. P. L.....	4.40 & 10c
Fish scrap, acidulated, 6% ammonia, 3%	
A. P. A., f.o.b. fish factory.....	Nominal
Soda Nitrate, in bags, 100 lbs. spot.....	@2.25
Tankage, ground 10% ammonia, 15%	
B. P. L. bulk.....	4.50 & 10c
Tankage, unground, 9@10% ammonia.....	4.00 & 10c

Phosphates.

Bone meal, steamed, 3 and 50 bags, per	
ton.....	@31.00
Bone meal, raw 4 1/2 and 50 bags, per	
ton.....	@38.00
Acid phosphate, bulk, f.o.b. Baltimore, per	
ton, 16% flat.....	@ 9.00

Potash.

Manure salt, 20% bulk, per ton.....	@11.70
Kainit, 12.4% bulk, per ton.....	@ 9.00
Muriate in bags, basis 80%, per ton.....	@34.50
Sulphate in bags, basis 90%, per ton.....	@44.50

Beef.

Cracklings, 50% unground.....	@ 1.17 1/2
Cracklings, 60% unground.....	@ 1.28

Meat Scraps, Ground.

50%.....	@60.00
55%.....	@76.00

BUTTER AT FOUR MARKETS.

Wholesale prices for 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Aug. 18, 1927:

	Aug.	12	13	15	16	17	18
Chicago.....	41 1/4	41	39 1/4	40	40 1/4	41	41
New York.....	41 1/4	41 1/4	41	41	41 1/4	42	42
Boston.....	42	21 1/2	41 1/4	41 1/4	42	42	42
Philadelphia.....	42 1/2	42 1/2	42	42	42 1/2	43	43

Wholesale prices of carlots—fresh centralized butter—90 score at Chicago.

39	38 1/2	38	38 1/4	38 1/2	38 1/2
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1927.	1926.
Chicago.....	39,961	42,471	44,069	2,261,842	2,232,754
New York.....	61,816	61,501	49,417	2,463,768	2,392,391
Boston.....	17,870	18,058	19,259	891,639	863,439
Philadelphia.....	19,262	16,621	15,675	758,072	731,483

Total138,709 138,651 128,440 6,978,321 6,220,067

Cold storage movement (lbs.).

	In Aug. 18.	Out Aug. 18.	On hand Aug. 18.	Same week-day last year.
Chicago.....	46,759	54,061	30,346,031	32,382,763
New York.....	212,016	132,894	23,016,739	21,285,270
Boston.....	55,695	89,859	13,756,520	13,024,033
Philadelphia.....	43,740	19,422	6,555,993	6,623,518
Total.....	358,210	296,336	73,675,283	73,315,584

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